

CONNECTICUT
INDUSTRY

MARCH • 1957

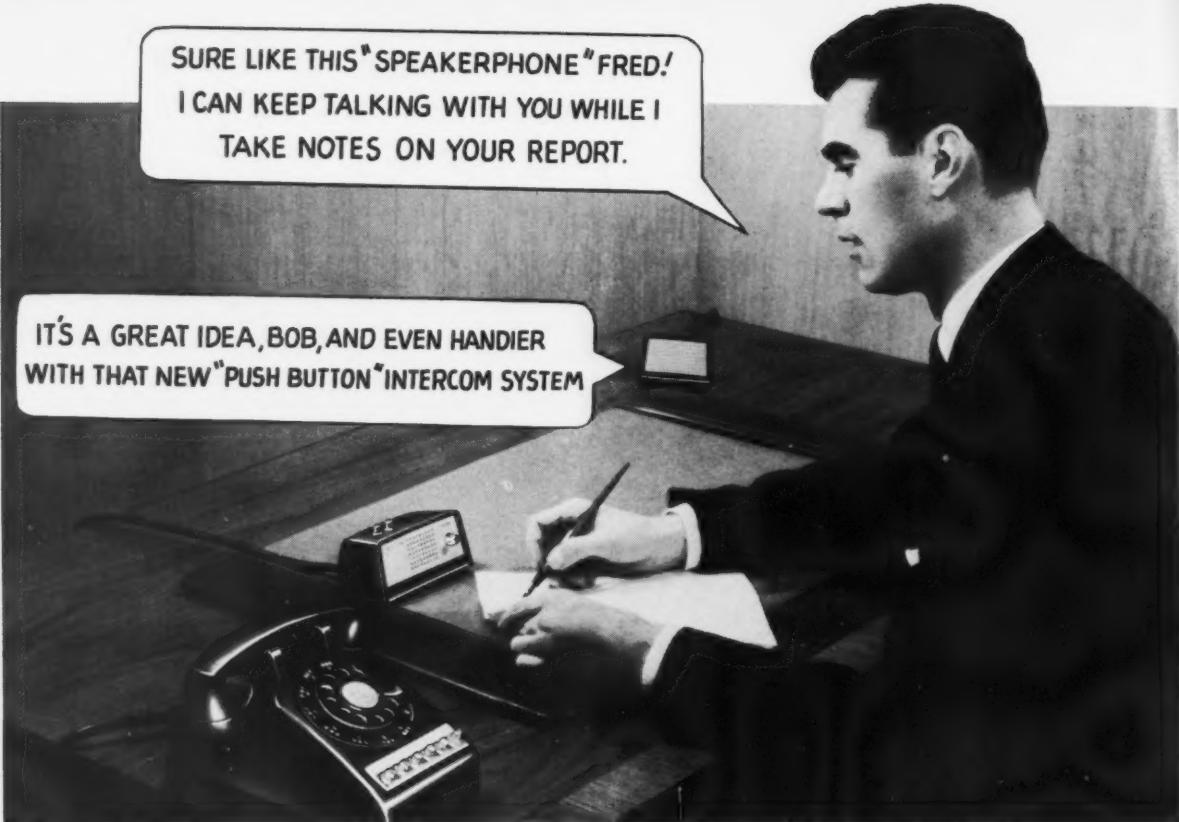


J. MELVIN H. BROWN, President
Perkin-Elmer Division
Perkin-Elmer Printers, Inc.
100-102 State St.
New Haven 1, Connecticut

Perkin-Elmer's **ANSWER MEN
OF SCIENCE**

SURE LIKE THIS "SPEAKERPHONE" FRED!
I CAN KEEP TALKING WITH YOU WHILE I
TAKE NOTES ON YOUR REPORT.

IT'S A GREAT IDEA, BOB, AND EVEN HANDIER
WITH THAT NEW "PUSH BUTTON" INTERCOM SYSTEM



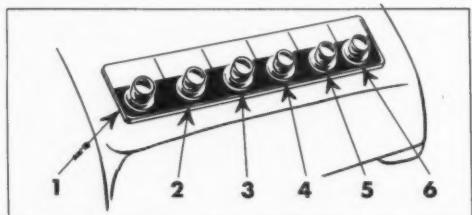
Modern businessmen really appreciate the convenience of a "Speakerphone." This remarkable telephone invention leaves *both* hands free while you're talking. You can easily carry on a phone conversation while you work, take notes or refer to records. It's proved ideal, too, for conferences when several people want to talk or listen on the same call.



How the "hands-free" feature works:

Just press a button (A) and your voice is picked up by a microphone (B). The voice of the person you're speaking with comes through a small desk-top loudspeaker (C). (When you want privacy, the phone can be used in the conventional way.)

But that's not all! This newest "Speakerphone" has all the features of a complete Automatic Telephone System. Through an arrangement of Push Buttons, your telephone becomes a "personal switchboard." You can dial *directly* any phone in your organization. Make or receive outside calls at any time. Hold calls. Transfer calls. Have 3-way discussions.



How the "push button" feature works:

- (1) HOLDING. This button holds any outside call. You can then make a second call over another line.
- (2), (3), (4), (5) OUTSIDE CONNECTIONS. These connect your phone with outside lines to make or receive calls.
- (6) LOCAL. This connects you with any other inside phone.

We'll be glad to give you all the facts about this economical telephone service for today's business. Just call our business office.

THE SOUTHERN NEW ENGLAND TELEPHONE COMPANY

CONNECTICUT INDUSTRY

MARCH • 1957

VOLUME 35 NUMBER 3



THIS MONTH'S cover photograph shows a new instrument called an Auroral Patrol Spectrograph, designed and built by Perkin-Elmer Corporation, Norwalk, specifically for use during the International Geophysical Year 1957-1958. By placing some 23 of these from the North to the South Pole, IGY scientists will obtain a horizon-to-horizon photographic record of the spectra of auroras occurring along this meridional line.

In This Issue

	<i>Page</i>
Editorial	5
Perkin-Elmer's Answer Men of Science	6
Science Carnival	9
The Economics of Growing Old	10
Creative Salesmanship	12
Mechanized Handling	13
News Forum	15
How Would You Decide?	37
Public Relations	43
Accounting Hints	45
Business Tips	49
It's Made In Connecticut	52
Book News	64
Advertising Index	64

L. M. BINGHAM, *Editor*

OFFICERS

HARRISON FULLER	President
HARVEY SPAUNBURG	Vice President
JOHN COOLIDGE	Treasurer
N. W. FORD	Executive Vice President
L. M. BINGHAM	Secretary

DIRECTORS

HENRY S. WOODBRIDGE	Putnam
SHERMAN R. KNAPP	Berlin
GEORGE R. HOLMES	New Haven
JOHN A. COE	Waterbury
LOUIS R. RIPLEY	Litchfield
A. W. CAVEDON	Talcottville
JOHN E. HOLT	Danielson
M. H. PHILLIPS	Jewett City
FREEMAN W. FRAIM	Essex
H. M. DAY	Stamford
E. B. SHAW	Williamantic
RALPH S. HOWE	New Britain
HARRY E. NORTON	Winsted
S. W. FARNSWORTH	Torrington
GEORGE L. TODD	Bridgeport
CARLYLE F. BARNES	Bristol
A. S. REDWAY	New Haven
J. L. SCHWEYER	South Coventry
A. H. PAYSON	Norwich
LEO J. PANTAS	Stamford
B. G. TREMAINE, JR.	Meriden
WELLS C. BATES	Chester

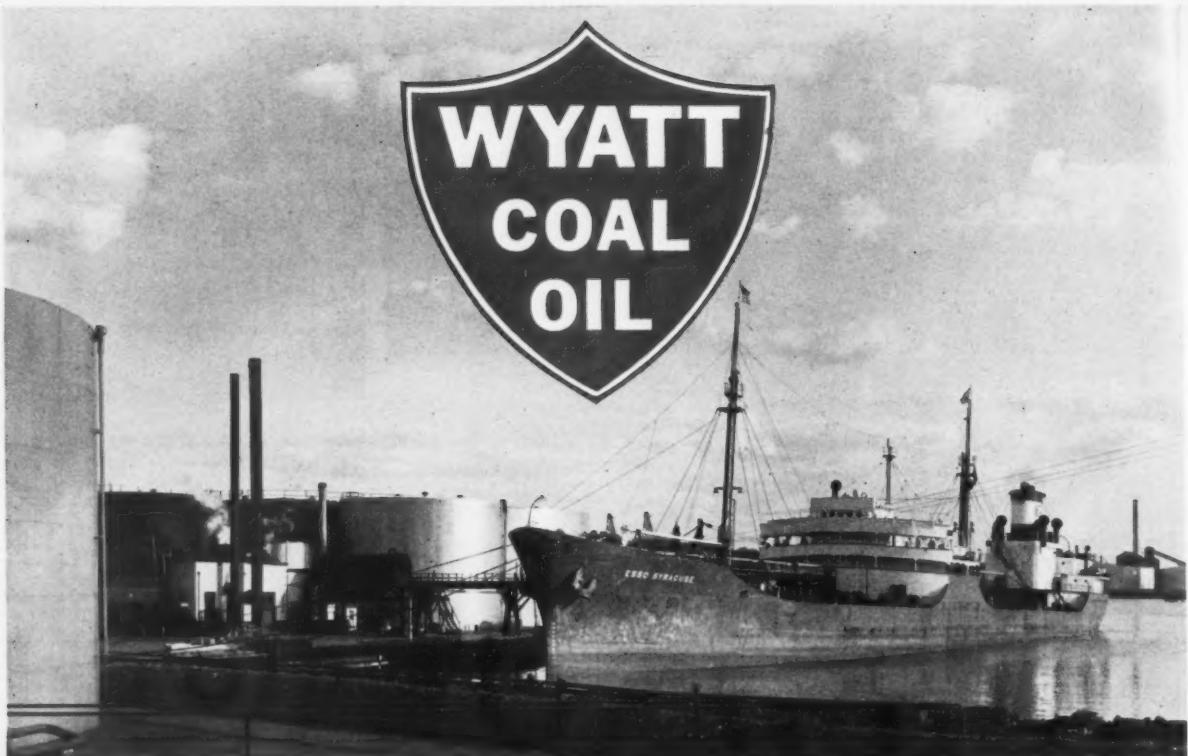
ADMINISTRATIVE STAFF

N. W. FORD	Executive Vice President
L. M. BINGHAM	Sec. and Dir. of Development
FREDRICK H. WATERHOUSE	Counsel
CHARLES H. SCHREYER	Attorney
ARTHUR L. WOODS	Insurance Manager
JOHN D. HUBBARD	Field Representative
JOHN B. HEDGES	Traffic and Export Mgr.
A. CARL MESSINGER	Public Relations Dir.

DEPARTMENTAL STAFF

RUTH C. JOHNSON
KATHERINE M. EDGERTON
MILDRED H. FORSELL
FLORENCE E. KRUE
MARGARET M. MOORE
FRANCES W. WILKINSON
MARION E. ROBINSON
ELLEN B. VAN WINKLE
BETTY S. HALL
DOLORES P. MCADAM
BETTY SHEA
VINCENT D. CASTAGNO

Published monthly by the Manufacturers Association of Connecticut, Inc., with executive offices at 928 Farmington Avenue, West Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents nor for the opinion of its writers. Subscription rates: one year \$3.00; 30¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.



A RECENT ESSO TANKER ARRIVAL AT WYATT'S NEW HAVEN TERMINAL

The "Esso Syracuse" is 547 feet long, has a 70 foot beam and draws 30 feet of water. It took 5 days for the 1820 mile trip from Aruba, N.W.I. to New Haven and its average speed was approximately 15 knots. This tanker discharged 5,000,000 gallons of Bunker "C" on this trip.

BUNKER "C" FUEL OIL
LIGHT FUEL OILS • DIESEL OIL
BITUMINOUS COAL
BY
STEAMER, BARGE, TRUCK OR RAIL



WYATT, INC.



NEW HAVEN, CONN.

PHONE STATE 7-2175

• TERMINALS •

EAST & WATER STREETS • NEW HAVEN
BENTON STREET • HAMDEN

• MAIN OFFICES •

• 157 CHURCH STREET •

CUT FLOOR CARE COSTS



FULLCLEAN
Liquid Synthetic Detergent

Fullclean brings you important labor savings. Just one application strips away the dirt and grime. Just one rinsing and the solution disappears completely and instantly.

OTHER FULLER BRUSH FLOOR WAXES A complete selection for any and all types of floors . . . and at all price levels.

SUPER-FULLDUTY
Heavy Traffic Water Emulsion Wax

Super-Fullduty, with its very high solids content, saves you money because it is especially prepared for long wear in heavy traffic areas.

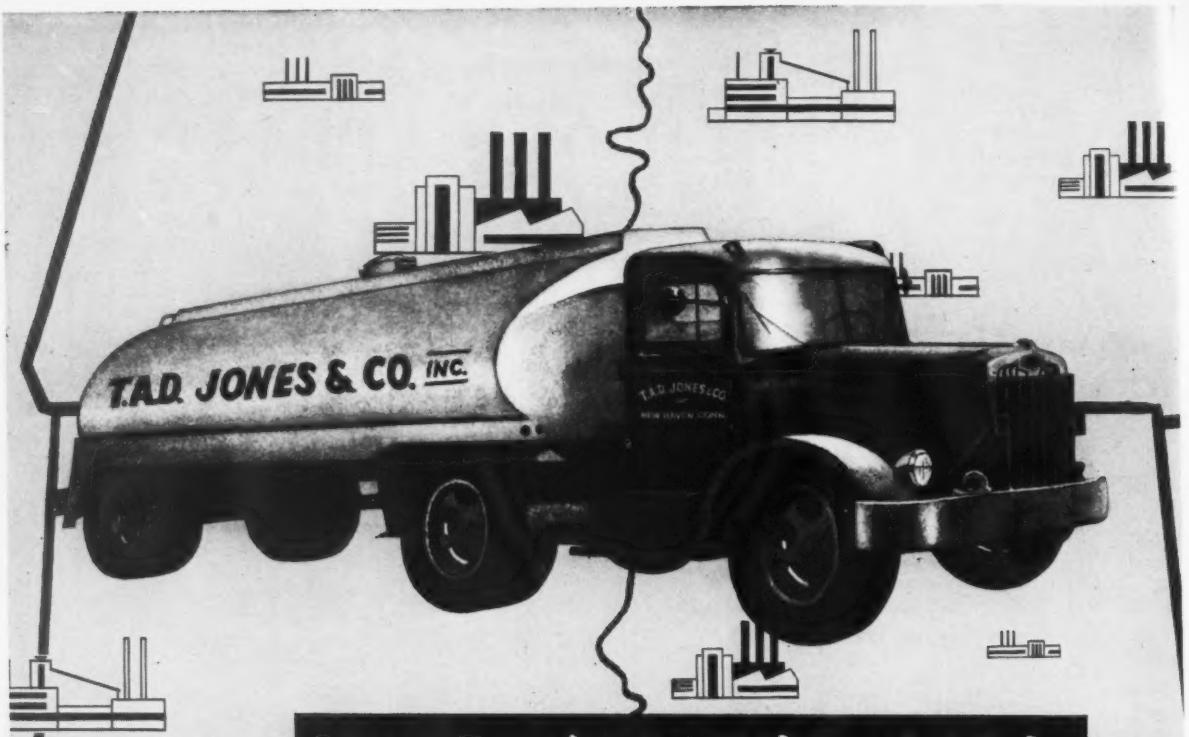
MORE ECONOMICAL FULLER FLOOR CLEANING AIDS

FLOOR BRUSHES	WET MOPS	BROOMS	DRY MOPS
Made of a variety of materials, including bristle mixtures, horsehair and fiber, all fiber, or synthetic. Widths from 12" to 36".	Made of cotton spun to our specifications. 4, 9 and 30 ply yarn. 12 to 32 ounce weights.	Outwear ordinary brooms 6 to 1. Durable fiber encased in a steel shell and riveted to hardwood handle.	Dust hungry cotton yarn securely stitched to pre-shrunk canvas back. Fully launderable. Widths from 12" to 48".

THE FULLER BRUSH COMPANY

3616 MAIN STREET • HARTFORD 15, CONN.





ALL OVER THE MAP!

For thirty years, T.A.D. Jones delivery-trucks have been rolling over the highways of Connecticut and Massachusetts, bringing a prompt and dependable fuel-service to the tanks and bunkers of southern New England's industry. While not so conspicuously marked as to suggest the volume of our barge- and rail-deliveries, they are equally important to us.

After nearly a generation of such usefulness, T.A.D. JONES & COMPANY is naturally equipped to maintain and enhance its name for serviceability. Today our bulk storage of Bunker "C" Fuel Oil, Bituminous and Anthracite is among the most extensive in New England, like our facilities for delivery. And they are all as handy as you or your telephone.

T.A.D. JONES & CO. INC.

NEW HAVEN: University 3-4100 • BRIDGEPORT: EDITION 3-3123

After hours: New Haven: Call 5-2111 for Coal, Hobart 7-0766 for Oil

Americans First, Union Members Second

Editor's Note—In view of the forthcoming legislative hearing, at the State Capitol, March 28, on the "right-to-work" bills which would eliminate compulsory union membership, CONNECTICUT INDUSTRY is reprinting on this editorial page the major portion of an advertisement entitled "To the Members of Local 1645, Torrington Co., and in Behalf of Public Interest," which was published in the August 3, 1956 issue of The Torrington Register. The advertisement, written and paid for by a small group of union members, without the knowledge of management before the advertisement appeared, sought to alert union members to oppose the inclusion of a "union shop" clause in the contract with their employer. The employees' efforts constitute conclusive proof that rank and file union members, as well as employers, are opposed to compulsory union membership. Organized opposition to "right-to-work" legislation is largely confined to union officers and stewards.

Last week at a meeting of the negotiating committees it was decided to ask for a Union Shop in our contract proposals. At a special membership meeting this Sunday morning this proposal should be discussed. So as you will make every effort to attend, we, as American citizens first, and organized laborers secondly, wish to point out the tremendous importance of this meeting to you, your children and your country.

We are proud of our union. It was conceived and expanded in an American way. We have prospered and grown powerful. We have no quarrel with anyone on how our union is today. Now, there are those in our union who would use our power in an un-American way. It is with this group and what they want to turn our union into that we do not stand in accord. As this issue of a Union Shop is only a proposal as yet, you would think that we, as dues-paying members in good standing have the right to discuss it freely among one another. But, as soon as the Union Bosses and Union Die-Hards heard that many of us did not like the idea of a Union Shop proposal, they went into action. We were called anti-unionist, instigators, brainwashers and even so far as to be said that we were in the pay of the Company.

A Union Shop means that every worker must belong to the union. It means that everyone that does not belong to the union must join or is fired. It means that all of us that do belong to the union must stay in it forever or be fired. Color it up any way you want, from any American point of view it is a forceful act and a direct trampling of the freedom of individual rights. . . .

Even Franklin Roosevelt, who did not hesitate to pit class against class, stopped at compulsory unionism. He said, "I tell you frankly that the government of the United States will not order, nor Congress pass, legislation ordering a so-called closed shop." He pointed out that in the mining industry, 95 percent of the workers belong to the United Mine Workers. But he declared "the government will never compel the remaining 5 percent to join a labor union by . . . decree. That would be too much like the HITLER methods toward labor."

We have been told by our Union Bosses that a Union shop is a must for us this year. We asked Why? They said it will make us stronger and there will be no more Free-Riders. Well, that did not sound too bad on the surface. We all want to feel that our union can bargain strongly, and none of us like the free rider. These two items were the basic reasons why our Union Bosses said that a Union Shop is a must. But, then some of the boys started to think and these two reasons proved to be nothing but bait for the Trap.

"Hey!" said Charlie, "remember how we griped and moaned last year when they took the Seven-Fifty out of our pay." "I sure do," said Paul. "Boy were we steamed up." "And how," said John, "Just about everybody was talking about dropping out of the Union." Charlie—"The union bosses called a special meeting and had the international mouthpiece there to explain to us how it was all legal and we had to pay." John—"That is right and we did everything legal as a local union not to pay, but it was useless, we had to pay. Somebody got up at the meeting and said that they did not think it was a very democratic way to take money out of our paychecks in that manner. The International mouthpiece stood up and said, 'Sure it is a democratic way and if you do not like it you can drop out.' He was right. Some of the boys did drop out. Others had their names taken off the check-off system. They pay their dues separately so as not to be caught again." "Come to think of it," said Charlie, "if our union gets a Union-Shop, and we get caught in another deal like that, we're stuck." "That's right," said Paul, "and if they call another meeting to ease the pain, this time they will tell us, 'If you don't like it, quit your job.'" "Boy, that's pretty rough," said Johnny, "I don't see why anybody should have that kind of a hold over us." That was the beginning of the END of a Union Shop as far as we were concerned. . . .

In discussing this issue of Union Shops, the Union Bosses and Union Die-Hards tell us, "We must have a union shop, don't forget we owe everything we have today to our Unions, so go along with us on this union shop thing, after all, we have to stick together. So what, if you are losing some rights, you owe it to us." Yes, we owe a lot to our labor unions and we are grateful. But, to those who have been misled to believe that we owe blind allegiance to any Labor organization, we state the facts. Our American way of life came from those of INDEPENDENCE HALL, LEXINGTON, VALLEY FORGE, GETTYSBURG, VERDUN, BATAAN, BASTOGNE, IWO JIMA and countless others. To these we owe our all. These we can never repay. To our labor organizations, we pay our dues. Attend this meeting and prove that the cost of living has not gone up so high that we have to surrender our liberty. Thomas Jefferson said, "The people are the only safe depository of POWER." Let's keep it that way.

AMERICANS FIRST COMMITTEE OF
UNION MEMBERS

PERKIN-ELMER'S ANSWER



■ MODERN analytical instruments that probe deep into the structure of organic compounds, or monitor the process stream of chemical plants . . . periscopes that look down, not up, into the nuclear reactors of the Navy's atomic submarines . . . small "zoom" television lenses that watch the flow of highway traffic or peer at hazardous areas . . . large automatic telescope-like theodolites that track and photograph the path of a guided missile . . . a.c. potentiometers that have applications in servo systems, control systems and analog computers . . . large precision lenses that photograph the countryside below from high altitudes . . .

This is a birdseye view of the end products of the Perkin-Elmer Corporation of Norwalk, a company that had its beginning just twenty years ago. It is a company devoted to the design and manufacture of fine optics, and to the blending of optics, mechanics and electronics into complex instruments for research, process control and the military.

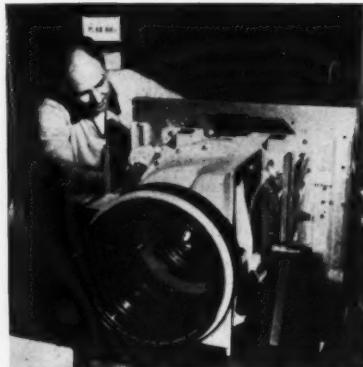
The company has three operating divisions. The Instrument Division is concerned with analytical instruments for both laboratory and process plant. Electronic components are handled by the Vernistar Division. The Engineering and Optical Division is responsible for contract research and development and production of fine optics and electro-optical systems, primarily for the military.

Company Launched

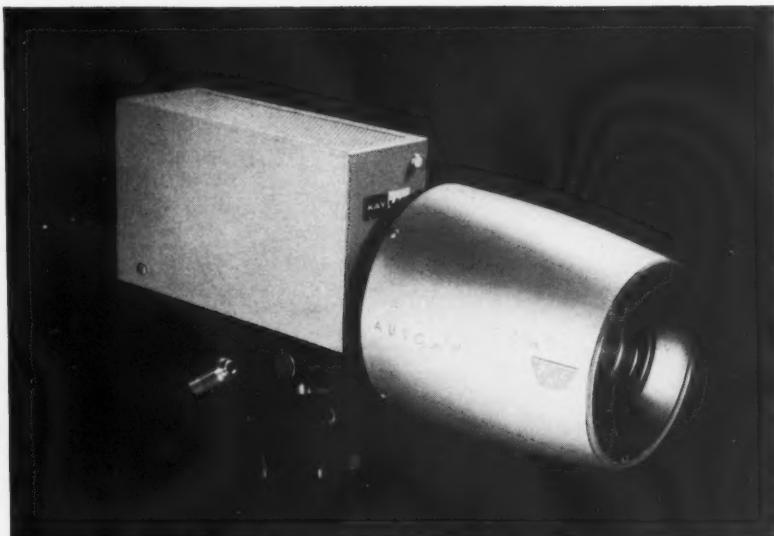
Perkin-Elmer was founded in 1937 by Richard S. Perkin, in association with Charles W. Elmer. Mr. Perkin had long felt that there was a need in the United States for a source of design and finishing of precision optics. Although then active in investment banking, Mr. Perkin's interest in astronomy and in the difficult optical problems of instrument design had brought to him a conviction of the value of a company specializing in this

Electronics is an important factor in many Perkin-Elmer designed and developed systems. It is blended with mechanics and optics into high-precision electro-optical systems for industry, science and the military.

END SCIENCE



Perkin-Elmer is an important supplier of high-precision large aerial lenses for high altitude photography.



The Auto-Zoom lens is a variable-focus television lens for 16mm and vidicontube equipped TV cameras. It has many industrial and scientific uses.



The well-known Perkin-Elmer Model 21 infrared spectrophotometer. It is used throughout the world in the research laboratories of industry, government, foundations and universities.

field. Mr. Elmer, a retired court reporter and publisher, and an amateur astronomer of note, shared these conclusions and joined in the founding.

In 1939, the growing enterprise was incorporated in New York State as The Perkin-Elmer Corporation. Offices were maintained in New York City, while manufacturing was carried on in New Jersey.

As anticipated, the company's early work included astronomical telescopes and optical instruments of several types. Borescopes, remote reading telescopes and other unusual designs were perfected. Just prior to World War II, Perkin-Elmer gained an enviable reputation for the quality of its military optics, and was especially selected for the production of precision optical roof prisms, for which the firm devised faster and simpler production methods, permitting reduced costs.

Expansion Move In Connecticut

In 1941, the volume of work created

by these accomplishments necessitated a move to larger quarters, and all company activities were consolidated in a new facility at Glenbrook, Connecticut. During World War II Perkin-Elmer turned out large quantities of precise optical components for height finders, drift meters, bombsights and tank periscopes, and furnished the Air Force the first high-performance compensated aerial telephoto lenses for ground reconnaissance.

Outgrowing its quarters again by 1950, the company built the first unit of its present home plant in Norwalk. Originally a 50,000 square foot building, the main Norwalk plant has been enlarged twice and today covers 67,000 square feet. Another expansion program is currently being planned on the same site. In addition, the company leases three small plants in Norwalk.

Toward the latter part of World War II, Perkin-Elmer became interested in an unusual analytical technique—infrared spectroscopy. Several

Constant inspection is required to produce fine optics. Grinding of prisms for scientific instruments and electro-optical systems shown below.





The Infracord Spectrophotometer is the company's latest development in infrared instrumentation. For the first time, this low-cost instrument will make it possible for the organic chemist to use the potent analytical tool of infrared directly at his bench.

chemical companies were beginning to investigate infrared for industrial laboratory use. The infrared spectrum of many compounds is the most characteristic property. In that respect, it is somewhat akin to the fingerprint of a man. Further, with infrared it is possible to analyze in minutes what might take hours or even days by other known analytical methods.

International Recognition

Today, Perkin-Elmer is one of the world's foremost leaders in infrared instrumentation, with many "firsts" to its credit in the fifteen years of the technique's development. Infrared spectroscopy is recognized as a potent tool of chemical research. The breakthrough in the synthesis of penicillin was achieved with the aid of infrared analysis. The synthesis and quality of such common products as synthetic textiles, cosmetics, plastics and insecticides are often controlled by infrared.

Heretofore, infrared instruments have been both complex and expensive. P-E's latest product, the INFRA-CORD* Spectrophotometer, soon to be introduced, overcomes both these factors. Relatively inexpensive and simple to operate, the INFRACORD Spectrophotometer is expected to broaden the use of infrared spectroscopy considerably.

Never-Ending Diversification

Perkin-Elmer has also participated in the development of infrared instruments for process control. Its TRI-NON® and BICHROMATOR® infrared analyzers are designed to monitor contin-

pany is active in the development and manufacture of laboratory analytical instruments based on other techniques. Among these are the Flame Photometer, used to analyze sodium, potassium and calcium, with applications ranging from hospitals to cement manufacture to oil fields; the Vapor Fractometer, based on gas chromatography, which gives fast and accurate analysis of multi-component gasses and liquids and is of particular value to the petroleum industry; Tiselius Electrophoresis Apparatus, which plays an important role in the production of serums and other pharmaceuticals, and Spectracord* ultraviolet spectrophotometers, another important analytical tool.

All of these analytical instruments are handled by the Instrument Division under Dr. Van Zandt Williams. Dr. Williams, a vice president and director of the corporation, is a recognized leader in the field of infrared and one of the early leaders in the development of infrared for industrial use. The Division also coordinates the activities of P-E's subsidiary, Nuclear Magnetics Corporation. This Boston company is involved in the development and manufacture of nuclear magnetic resonance equipment, based on a new analytical

*T.M.

(Continued on page 32)

The entrance to the Perkin-Elmer Corporation plant in Norwalk.





A panel display of circuit breakers manufactured by Arrow-Hart and Hegeman Electric Co., Hartford, provided opportunity for technical discussion by teachers. (Right) A steady flow of spectators passed by the Pratt & Whitney Div. of United Aircraft display showing various techniques used in the manufacture of aircraft engines.



SCIENCE CARNIVAL



The use of electronics to survey strata in oil wells (top photo) was one of the unusual applications shown at the Carnival of Science. (Below) Deeminac, a product of the Crystal Research Laboratories demineralizes water by the ion exchange method.

■ WITH a firm conviction that a better understanding is absolutely essential between education and industry, the Ward School of Electronics attempted an experiment in January designed to bring together the theoretical ideals of secondary education and the practical applications of industry.

The need for this has been previously expressed by two articles in Connecticut Industry by the school's administrator, Douglas M. Fellows. The first article in the September, 1954 issue dealt with the school's operation, and the second with replenishing our talent pool which appeared in the April, 1956 issue. Both of these articles expressed a growing concern about what appeared to be a widening gap between the theoretical concepts of the secondary school and industry's need for immediate and specific training.

The experiment decided upon was to provide a Carnival of Science at which time industry would be invited to exhibit their products or services, and educators would have the opportunity to observe them. In its early conception a test was made by asking educators if they would be interested

in such an exhibition. After receiving almost unanimous approval of the idea from educators the officials of the Ward School immediately contacted leading industries in the area to see if such a Carnival of Science would be possible.

Enthusiastic response from local companies made the school feel that this was a project which could be developed. Some 18 industries were then invited to participate. The next step was to assure an attendance. To this end, each high school in Connecticut and all of those in Central Massachusetts were contacted.

In a letter stating the purposes of the Carnival of Science the educators were asked to attend themselves and feel free to question the industrial representatives, not only as to the scientific applications of the products they were reviewing, but also to ask personnel and management representatives about company policy, opportunities for their students and about the basic school training required. The teachers were also asked to invite students from their respective schools—students who would benefit most from this exposure.

Because the officials at the Ward School felt it desirable to provide freedom for discussion on the part of educators and industrialists, the Carnival was not open to the general public, and periods were established when educators only were invited. As with most projects of this type, the idea built slowly but steadily. Exhibitors were invited to write the educators themselves telling something about their exhibits and why they would feel it would be in the interest of the educator to stop and chat with them.

To stimulate additional interest the Pratt and Whitney Company of West Hartford offered to be luncheon host to the educators, and a letter from Mr. Jacob Jaeger invited the educators to be his guest. That they responded to the invitation of Mr. Jacob Jaeger of P & W is indicated by the fact that 325 were served luncheon in the course of approximately two-and-a-half hours on Saturday when they were visiting the school.

Every attempt was made to give full publicity to the event and to make it absolutely clear to the secondary school

(Continued on page 35)



The Economics of Growing Old

■ AMERICA is a land of plenty, truly—but not if you're over 65 years of age.

Nearly three quarters of Americans beyond 65 either have no income of their own—or earn less than \$1,000 a year. And you know how well you can live on \$20 a week. Not too comfortably, that's sure.

There are signs of betterment on the horizon. Both political parties advocate higher Social Security benefits and there are indications that adequate care for our older people will be less and less a burden on our economic system.

Nevertheless, among our rapidly increasing population over 65, 36 per cent have no income whatever, 38 per cent have less than \$1,000, while 11 per cent have an income between

\$1,000 and \$2,000. In many cases, these incomes must do not only for the individual earning the money—but often support a spouse and other members of the family. Only 15 per cent of the oldsters over 65 earn or receive more than \$2,000 a year.

This is a summary from a comprehensive report made by John J. Corson, a former director of the Bureau of Old-Age and Survivors' Insurance, and John W. McConnell, professor at Cornell University. The findings have been published in a voluminous text of 533 pages published by the Twentieth Century Fund, a nonprofit foundation for research on economic and social problems.

Older persons in our population (those over 65) are steadily increasing

not only in number, but in proportion to our total population. Since 1900, the number of persons 65 and over has increased four times while the total population has only doubled. The over-65's now number over 14 million.

It is an unhappy fact that while older persons make up a larger share of our population than formerly, a vast preponderance of these older folks are subsisting on a far less than average income, and have a living standard well below the average for the population. Many of these oldsters might well exclaim, "Land of plenty, indeed!"

The report notes that unemployment is at a minimum from ages 35 to 44, rising gradually between 45 and 64. At age 65 there is a marked increase in unemployment. And, once unemployed, older workers find it difficult to secure new jobs.

A significant point brought out by this study which is often overlooked in an individual's plans for retirement is the matter of health. Among persons over 65, one tenth to one third are chronically ill. Medical studies disclose that persons aged 65 or over have about twice as many disabling illnesses lasting a week or longer as persons aged 50 to 64. More over, the average disabling illness of the aged lasts twice as long as that of the younger group.

A recent study made by the Bureau of Old-Age and Survivors' Insurance found that no more than three-fifths of those who had been hospitalized during the survey year were able to pay the hospital charge, even in part, from their own resources.

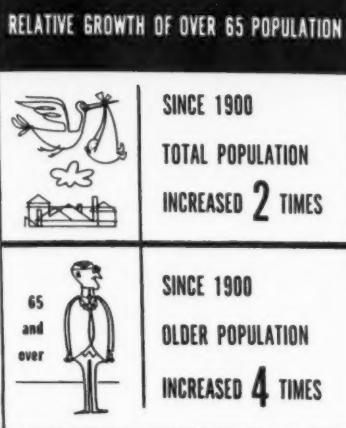
It is a situation which reflects either upon our sense of justice or upon the soundness of our social and economic system, or both. Yet, all is not completely dark for our citizens of advanced years.

The report of a special committee, under the auspices of the Twentieth Century Fund, sets forth a program to meet the problems of economic security faced by the older people today.

In addition to increased benefits under the present federal social security system, the committee recommends that Old-Age and Survivors' Insurance be extended to cover *all* gainfully employed persons.

The committee recommends that Congress appoint an advisory council representing workers, industry and general public to consider plans for long-range financing of the entire program. It also advises control of inflation and the regulation of private pension reserve investments.

The committee notes that employers and unions can help by providing greater opportunities for the productive employment of older people and



suggests less rigidity in retirement programs.

One central finding of the new Twentieth Century Fund study is quite hopeful. Though the over-65's are increasing twice as fast as the general population and despite the increased benefits recommended, the study suggests that the burden on the rest of the population will decrease rather than increase. There are several reasons for this.

In the first place, older persons are simply one element in the total nonworking population. Children, invalids, housewives, retired persons and others are included in the total nonworking segment. And this total nonworking group is growing proportionately smaller rather than larger. Among the reasons are these:

Married women show a strong tendency to seek employment outside the home—increasing the wage earners and reducing the numbers of nonworkers. Rigid retirement rules are being relaxed in many companies and many older workers are now remaining on at productive jobs.

Thus as the percentage of our people in the nonworking group grows smaller it becomes clear that our country's

ability to support its nonworking population will grow rather than decrease. This is underlined by the fact that our total national output is increasing even faster than our over-65 population, and the total of our productive effort that goes to support older persons is likely to become a smaller percentage of our total output.

Adding it up, this means that for the future we can take better care of our older people because we can afford to.

Nevertheless, the study finds that the individual himself—or herself—has a special responsibility to save and to accumulate a competence—be it through home ownership, private insurance, savings accounts, investments or contributions under private retirement plans.

On the basis of the Twentieth Cen-

hold a job. Study some position or skill in your present employment or surroundings which represents a potential employment opportunity in your "after-60" period.

2. Set up an adequate savings program, regularly allotting a certain portion of your funds to United States bonds or savings. "Don't spend it all" is a good motto whether you're 19 or 49. Adequate insurance is thought of as part of this program.

3. Keep your installment buying down to a reasonable figure, as you mature. In a youthful period, when one has not yet attained full earning power, installment buying is often welcomed because one cannot pay outright for all the things needed in a new home. As you grow older, it is desirable not to burden your future earnings too heavily.

4. Learn your Social Security benefits. Go over them with your personnel director or other qualified adviser and make sure you understand them perfectly. You can only get the benefits you apply for. If you don't know about all of them you may miss benefits to which you are entitled.

5. Carry adequate health insurance. Nothing will drain savings faster than illnesses or accidents. Some family health plans are based on a single policy for the whole family at a stated price.

6. Consider the advantages of company cooperative retirement plans if they are available to you. They are intended for the very purpose of helping you to retire with a sound financial basis for your older years.

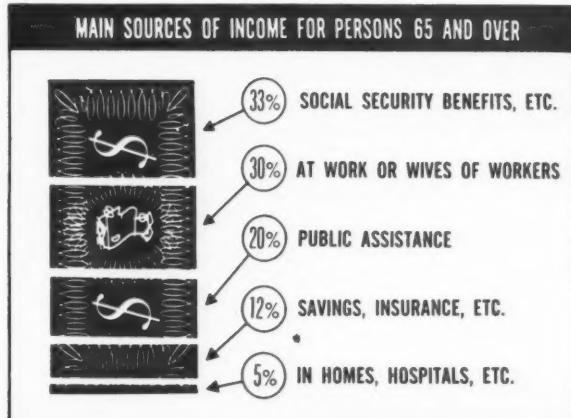
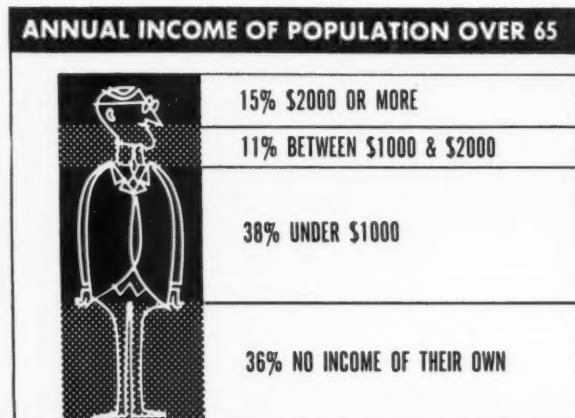
* * *

(The full study upon which the foregoing article is based, "Economic Needs of Older People," by John J. Corson and John W. McConnell, 533 pages, 57 tables, 4 charts, \$4.50, is obtainable through bookstores or directly from the Twentieth Century Fund, 330 West 42nd Street, New York 36, N.Y.)



tury Fund study, observers are generally agreed that to avoid the hazards of a dependent old age, an individual should set up his own program. They suggest including these points:

1. Development of skills. Your muscles may not hold up after the age of 60, but special skills acquired in younger years will help to get and



The wealthy Latin American market with its tremendous buying potential for all types of U.S. goods and services, is still virgin territory for



MARTIN LOWE

Creative Salesmanship

By MARTIN LOWE

Foreign Field Sales Supervisor—Bostitch Inc., Westerly, R.I.

■ DURING a recent trip through Latin America the English manager of an important distributing firm of office and business machines in Port-of-Spain, Trinidad said, "You American fellows are losing out, and it is a bloody shame. Your representatives do not come down often, if at all, to see us. . . . When they do, they pull out in a hurry after a couple of days of socializing. Our German and English principals, on the other hand, visit us regularly and stay longer to look over the market carefully. They work with us more closely to set up a permanent relationship. They even make extra trips each time to demonstrate a new model coming out. Our sales staff appreciates it . . . and it is rather good business for these chaps and for us!"

Such remarks can be heard in many places from many local people in Latin America. What is wrong indeed with U.S. businessmen in the majority of cases? Why are they not facing the hard fact that they are losing much of their influence and good will overseas? What are they doing about it?

It is getting to be recognized bitterly that many U.S. manufacturers and exporters, for the first time since World War II, are finding it "tough" to meet and beat foreign competition in their "own backyard". In some instances, Western Europeans—as in recent years—and to a relatively small extent the Japanese, have been offering effectively liberal credit terms and other long range payment facilities to Latin American businessmen in an all-out effort to regain their pre-war markets.

There is certainly no doubt that they are gaining tremendously on us! The many industries seriously affected and feeling the pinch of competition include principally textile goods, chemicals, photographic equipment, steel products and non-ferrous metals, automotive equipment and accessories, office and business machines, and electrical machinery.

Another salient fact is that the prices of many types of U.S.-made goods are so high that the importation into many markets is severely curtailed, due to foreign exchange conditions and high tariff duties. This has often resulted either in a static "status quo" or a heavy decrease in sales for many concerns engaged in trade with South America. Yet, in spite of such obstacles, it has been observed that a great number of American companies have been able to successfully increase their operations in the Western Hemisphere and create a bigger demand for their branded products. The answer lies in better merchandising and realistic creative salesmanship specifically and specially tailored to each individual market. Instead of treating South America as a "dumping ground" or surplus outlet for their goods in times of economic depression at home, as they have done in the past, some American managements now realize that they have an equally important and permanent sales market, outside of the United States. In order to meet the challenge facing them, they have been consolidating all foreign operations and shedding their former domestic sales-mindedness

to give way to a more practical view on overseas selling. Thus, they have remained in the export picture and are making it pay handsomely.

Better field salesmanship is proving effectively to be the only major weapon against the competition from other exporting countries. The wealthy Latin American market, which has a tremendous buying potential for all types of U.S. goods and services, is still practically virgin territory for creative selling. Hundreds of companies, which would be sales conscious and profit minded at home are neglecting export business possibilities which can materialize into permanent dividends if realistically handled and looked into. We have let competition, domestic and foreign, move in unchallenged below the Rio Grande, and the blame lies squarely at our doors. The writer, in his various trips over the last few years throughout Latin America too often has witnessed the language deficiencies and lack of public relations know-how which many home office representatives and domestic minded sales executives are laboring under. The result has been countless misunderstandings and resentments with their field force and distribution system, which would have been avoided if they had been pre indoctrinated with some economic and ethnic facts prevailing in the markets they were going to visit or live in.

Instead of setting up a well trained and permanent sales foundation, adapting proper merchandising and marketing techniques to every individual Latin American country, the emphasis has generally been put on getting big stock orders from local distributors and

(Continued on page 31)

MECHANIZED HANDLING

The Modern Science of efficient moving and storing materials

By ELMER F. TWYMAN, Vice President
The Yale & Towne Manufacturing Company

■ RECENTLY, a British team of productivity experts visited the United States to study American steel processing operations. It reported that one of the crucial reasons for our higher levels of output was the speed by which materials moved in American mills. This greater acceleration was due entirely to our effective use of modern mechanized handling equipment.

America's Secret Weapon

This single experience epitomizes one of the principal achievements of American technology: the rapid and efficient movement of goods through all stages of production from raw materials to semi-finished states to complete assemblies, and through all stages of distribution to ultimate end users.

Moving goods, and integrating movement in all production and distributive processes, is the province of the science of materials handling. The equipment developed and used as the tools of this science is called materials handling equipment. This includes an enormous variety of machinery and devices, all of which have the common purpose of moving goods in greater volume, at faster speeds, more efficiently and at less cost than is possible by manual labor.

Modern materials handling equipment, as employed in the United States, is in fact one of the chief reasons for our technological supremacy and our rising levels of production and consumption. The further and more effective use of this science and the equipment it employs represents also the most important and promising opportunity for increased productivity and greater cost reduction.

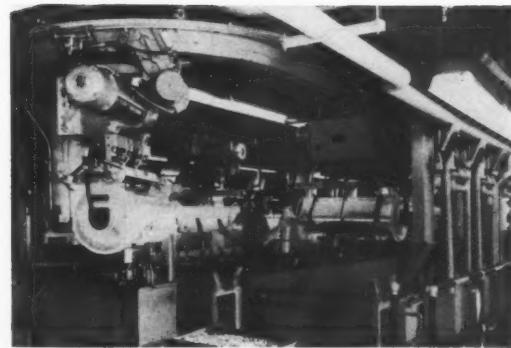
The materials handling equipment business is still in its early period of development. It began to come into its own during World War II when the



ELMER F. TWYMAN

tremendous logistical requirements of our farflung military establishments could be met only by the widespread adoption of modern mechanized handling methods. The result was that the fork lift truck, for example, came into such general use that it was even landed at invasion points shortly after they were secured. One high-ranking German officer was credited with having said, "The fork lift truck is America's secret weapon."

The experience in World War II not only dramatized for industry the effectiveness of mechanized handling equipment as a production and distribution tool; it also exposed many thousands of young Americans to such equipment; taught them how to operate it; made them feel at home with it. By the time World War II ended, modern materials handling equipment had won very substantial acceptance throughout our country. Before the War the principal users of such equipment were large companies. After the War users grew in number, so that today there are



An automated hoist system, using electric hoists with motor driven trolleys on a monorail track, carries metal razor parts though a complete plating operation with only several adjustments of the push-button control system.

also small and medium-sized companies.

Pioneering Stages

The Yale & Towne Manufacturing Company, one of the pioneers in the materials handling equipment business, is today one of the world's leading manufacturers of several types of equipment. These include industrial lift trucks in capacities ranging from 1,000 to 120,000 pounds, powered either by gasoline, electric battery, L-P gas, or diesel engines; powered and hand-operated riderless-type trucks;

(Continued on page 38)



Giant, bulky dies present no handling problem to powerful electrically-driven lift truck equipment.

LIBERTY MUTUAL

The Company that stands by you



LIBERTY IS PROUD TO SAY

**"We helped
this wonderful guy"**



NEW ARMS AND LEGS MADE TO ORDER. At Liberty Mutual's Rehabilitation Centers amputees are fitted with "custom-made" artificial limbs, taught to use them so as to become self-sufficient. 80% of all these patients go back to work.



ANY SIZE COMPANY CAN BENEFIT through Liberty's 4-phase medical and health program and dividend policy. In-Plant Medical Service, Industrial Hygiene, Medical Advisory Service and Rehabilitation control losses, help achieve low net cost.

The story of Dennis Barr shows what a first-class rehabilitation program can do for injured workers. A factory machine crushed his hands.

During his four-month convalescence from a double amputation, a Liberty Mutual rehabilitation nurse regularly saw Dennis Barr. He impressed her with his cheerful courage and with his eagerness to undergo rehabilitation. Soon after leaving the hospital, he was flown to Liberty Mutual's Rehabilitation Center in Boston.

Once he was fitted with artificial hands, it took him only three days to master them and feed himself. He did simple woodworking with hand tools. He drove a car.

After eleven weeks of therapy, he returned to his home, self-sufficient and self-reliant. He returned to work, too, and now earns more than he did before his accident.

Dennis Barr justifies all the care and expense Liberty puts into rehabilitation. His case explains how Liberty Mutual works to reduce the cost of compensation insurance.



LIBERTY MUTUAL INSURANCE COMPANY

LIBERTY MUTUAL FIRE INSURANCE COMPANY

Home Office: Boston

Insurance for: *Workmen's Compensation, Group Accident and Health, Automobiles, Liability, Fire, Marine, Crime*

News Forum

This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.

♦ EMPLOYMENT at Hamilton Standard Division of United Aircraft Corporation, Windsor Locks, reached the 10,000 mark recently, equal to the division's population peak of World War II.

The distinction of being number 10,000 fell to 23-year-old Bruce W. Bartlett, of East Hartford, who was assigned as a general technician in the company's mechanical metallurgy laboratory. Before starting work, he was greeted by Erle Martin, general manager, who gave him one of the company's souvenir model propellers.

♦ AN ADDITIONAL 5,000 square feet of floor space has been put into operation at the Arrow Tool Company, doubling the size of its Wethersfield plant, it has been announced by John D. Dewhurst, president. Arrow, which has occupied its modern one-story plant for less than a year, specializes in instrument prototype and production work and also designs and builds jigs, fixtures and carbide tools.

Arrow has also formed a production subsidiary, Mech-tron Instrument Corporation. David T. Dewhurst has been elected president of Mech-tron, which will produce precision electro-mechanical components and assemblies for the electronics and business machine industries.

♦ THE APPOINTMENT of George C. Alvord as a sales representative of the Specialties and Progressive Manufacturing Company Divisions of the Torrington Company has been announced.

Mr. Alvord will cover western New England from the firm's offices in Torrington. He joined the Progressive Manufacturing Company in 1953 and has been employed in various production and sales capacities prior to assuming this new position.

The Specialties Division of the company has been expanding its diversified facilities for making hardware items, pins, pivots and other small precision metal parts. The Progressive Manufacturing Company Division produces standard and special cold-headed fasteners used throughout industry.

♦ A COMPLETELY automatic diesel power plant which thinks for itself, turns itself on and off, sends signals about operating conditions to technicians in a control center miles away and operates without manpower in attendance has been developed for use in radar systems in the United States.

Designed by Consolidated Diesel Electric Corporation, the equipment, Con Diesel's Model 4000, features an electric "brain" and built-in "memory system." The compactly-packaged pri-

mary power units are designed for gap-filler radar stations—which cover gaps between main and auxiliary radar installations because of uneven terrain and other reasons.

♦ ROLAND SMITH, formerly assistant to the aircraft sales division manager of The Fafnir Bearing Co., New Britain, has been named sales manager of The Abbott Ball Co., Elmwood, producers of bearing balls and barrel finishing equipment.

Mr. Smith succeeds C. B. Schaeffer who has resigned to form his own sales organization. Prior to joining Fafnir, Mr. Smith was sales manager for The Heim Co., and before that he was with the Remington Arms Co., Inc.

♦ H. H. BOHLMANN, export manager of The Seamless Rubber Company, New Haven, left recently for Burma as a member of the U. S. Trade Mission to Burma, scheduled by the U. S. Government to be in that country from February 24 to April 12.

At the end of the Trade Mission Mr. Bohlmann plans to continue the business trip by way of India, the Middle East and Europe.

♦ PAUL L. SMITH has joined the Bullard Company, Bridgeport, as assistant controller, it has been announced by E. C. Bullard, president and general manager. Mr. Smith had been comptroller of Acme Shear Company, Bridgeport, since 1951.

A native of New York, Mr. Smith attended Yale University after graduating from Kent School, Kent, Connecticut. He is a member of The Bridgeport Tax Forum and The Controllers Institute of America.

CONSULTING ENGINEERS

ANDERSON-NICHOLS
Company

150 CAUSEWAY STREET, BOSTON 14, MASSACHUSETTS

ARCHITECTURAL • MECHANICAL • INDUSTRIAL • PROCESS • MANAGEMENT

A Coordinated Technical Service to Management

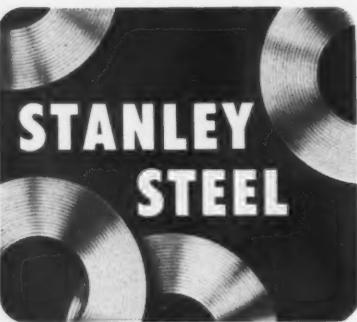
ERNEST W. NEWMAN



J. DOANE ANDERSON, JR.

68 High Street, Milford, Connecticut

Telephone TRinity 4-7404



for your needs

Stanley Cold Rolled Carbon Strip Steel is produced in a variety of tempers, edges and finishes for many, many end uses. We can furnish Stanley Steel for your needs best when you tell us in detail when ordering.

State the Following

Quantity of each size in pounds, or net tons.

Width and Thickness. When special accuracy is required allowable variation should be stated.

Lengths. Specify coils or cut to length. We will furnish our standard lengths — 8' — unless otherwise specified.

Coils. State approximate weight of coil desired.

Temper. Specify No. 1 to No. 5, and state if steel is to be used for swaging or extra deep drawing.

Finish. Specify 1, 2, or 3 finish.

Edges. Specify No. 1 to No. 6 as shown on page 40 of Stanley Steel Handbook.

Camber. Our standard for straightness for wider than 1½" is ¼" in 8'; for 1½" and narrower it is ½" in 8'. If straighter steel is required it should be specified on the order.

Packing. Specify packing method you require.

Question. We welcome any question about the quality or temper of steel you want. Send us a sample or sketch of the article to be made. We keep an accurate record of steel furnished on all orders and are, therefore, able to duplicate a quality previously furnished.

Write on your letterhead for a copy of the new Stanley Steel Handbook. It is packed with information and tables relative to the manufacture and use of low and high carbon strip steel. Write Stanley Steel, Division of The Stanley Works, 833 Burritt Street, New Britain, Conn.

STANLEY

◆ A CONTRACT for additional HOK-1 helicopters has been awarded Kaman Aircraft Corporation, Bloomfield, by the U. S. Navy Bureau of Aeronautics. The helicopters to be produced under the new contract will go into service with the Navy on its aircraft carriers. They will be used for rescue and general utility operations.

In commenting on the new order, Charles H. Kaman, president, said that it extends the company's backlog of helicopter production to January 1959.

◆ THE OPENING of a new sales office in Atlanta, Georgia, and the appointment of a sales engineer to represent the company in the South were announced recently by Albert S. Redway, president of Rockbestos Products Corporation, New Haven, manufacturers of insulated wires and cables.

Luthur Rudisill, formerly with the Radio and Television Division of the Westinghouse Electric Corporation, has been assigned to the new office and sales territory. Mr. Rudisill represented Westinghouse in North and South Carolina. Previously he had been chief engineer of the Sales Engineering Laboratory of Raytheon Manufacturing Company, Chicago. For Raytheon, he had given sales instruction and lectures throughout the United States on color television.

◆ SCOVILL MANUFACTURING CO., Waterbury has announced two new appointments in connection with sales responsibilities of the General Manufacturing Division and the Forging and Screw Machine Division.

Ernest B. Lawton has been appointed sales promotion manager for both of these divisions. He joined Scovill in 1945 and has always been connected with sales and sales supervisory activities. Most recently he has been sales manager of Screw Machine Products.

Joseph S. Stevens has been named sales manager of Screw Machine Products of the company's Forging and Screw Machine Division. He joined

the company in 1946 and was connected with the Waterbury Sales Office for two years. In 1949 he was transferred to Scovill's Cincinnati office.

◆ AS A PROMOTION for their herb-seasoned stuffing as a "year-round" product, Pepperidge Farm Bakery has announced a stuffing recipe contest with 30 prizes for the best original recipes using Pepperidge Farm Stuffing.

The idea for the contest was suggested to Mrs. Margaret Rudkin, president of Pepperidge Farm, Inc., by the hundreds of letters she has received from women in all parts of the country offering new ideas and recipes calling for prepared stuffing.

◆ A NEW BRANCH FACTORY and warehouse has been opened by The Bristol Company in Houston, Texas. It is described by the company as a move which reflects the shifting market for automatic controlling, recording and telemetering instruments, some of the company's major products.

The company was founded at its present location in 1889. Later, as industry and commerce pushed westward, a branch factory and repair laboratory were established at Chicago. Still later, another branch was opened in San Francisco, as that area developed industrially.

Today, according to the company, the petroleum and chemical processing industries represent two of the top three major markets for instrumentation and control equipment. With 17% of the petroleum refining and 6.6% of the chemical processing plants of the country located in the five southwestern states of Texas, Louisiana, Oklahoma, Arkansas and Kansas, it became economically feasible and expeditious from a service point of view to establish a service and warehouse facility in that area.

◆ RISING national output and rising prices during the first half of 1957, and a tapering off or plateau in busi-

FASTER! EASIER! CHEAPER!
TO INSTALL . . . Unlimited convenience outlets in a continuous run — for homes, offices, factories, schools, hospitals, hotels — any building, new or old!

Write today for new Plugmold 2000 booklet!

THE WIREMOLD COMPANY · HARTFORD 10, CONN.

ness growth during the following six months, is foreseen by 14 distinguished economists who participated in the latest session of the Economic Forum held under the sponsorship of the National Industrial Conference Board. For the year as a whole, the Forum expects a gross national product about 4% greater than in 1956, with about half of the increase due to higher prices.

The consensus of the Forum, whose views were released recently, is that 1957 will be a record year for total business, but only moderately above the record set in 1956. Elements of strength in 1957, according to Forum participants, will be rising income and rising personal consumption expenditures, as well as increased government spending at both federal and local levels. The Forum also anticipated that total outlays for capital goods in 1957 will exceed 1956, but sees a possible decline in the trend of such spending during 1957.

In addition, Forum members emphasized that the business environment is shifting from the highly stimulated atmosphere of the first postwar decade to a more mature and competitive business situation. This change reflects the emergence in many industries of production capacity at least adequate to market demand, as well as reduced liquidity of consumers, business and the banking system.

◆ ROBERT STORRS, formerly sales supervisor of the Pratt & Whitney Aircraft division of United Aircraft Corporation, East Hartford, has been named assistant sales manager of Chandler-Evans, according to an announcement made by Sidney A. Stewart, vice president and manager of the West Hartford firm.

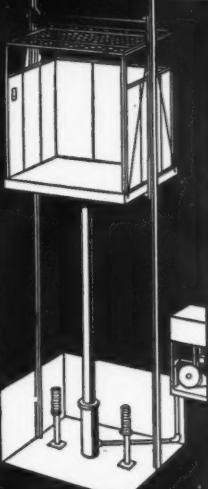
A graduate of the University of Virginia in 1931, Mr. Storrs also attended the Yale Graduate School.

◆ WARREN F. BICE, formerly sales manager, has been promoted to general manager of The Progressive Manufacturing Co., Division of The Torrington Co., Torrington, according to Walter C. Thompson, president. Mr. Bice succeeds Ralph H. Perry who has retired after 40 years with the company.

Mr. Bice started his career in the fastener industry in 1936 as an apprentice header operator with the fastener division of Scovill Mfg. Co., moving to sales manager in 1953. He joined Progressive as general sales manager in 1955.

Mr. Perry joined Progressive in 1916 and was named superintendent in 1920. Appointed vice president and works manager in 1940, he continued

NEED A NEW ELEVATOR?



Elevator rises as
oil is electrically
pumped into jack.
Descent by gravity

An Oildraulic is Your Best Buy for 2, 3 or 4-Story Service

Oildraulics are designed for dependable operation at lowest cost. No penthouse or heavy load-bearing shaftway structure required; powerful hydraulic jack pushes load up from below. Extremely smooth and accurate landing stops. Power used during rise only — economical. Compact electric power unit can be placed in waste space.

Made by Rotary Lift Co.

Oildraulics are backed by the experience of Rotary Lift Co., leader in oil-hydraulic lifting devices. Over 40,000 now in use. Car sizes and capacities as required. All popular controls. Practical for rise up to 40 feet. For freight or passenger service. Call on us for complete data.

Sold, Installed, Serviced By
EASTERN ELEVATOR CO. Inc.
133 MILL RIVER ST., NEW HAVEN, CONN.

DOWD
WYLLIE &
OLSON INC.

PRODUCERS OF
FINE
PRINTING PLATES
SINCE 1913

Tel. JA 2-8254

106 ANN STREET • HARTFORD, CONN.

Tel. JA 2-8255



RESEARCH & DEVELOPMENT

- Electronic Controls and Computers
- Electro-mechanical Systems
- Simulators for Test Purposes

MANUFACTURING

- Precision Gages and Fixtures
- Parts and Components of Aircraft Quality

ASSEMBLY

- Specializing in aircraft electronic and electro-mechanical assemblies and sub-assemblies

THE NEWTON COMPANY
55 ELM STREET • MANCHESTER, CONN.

Designers and Manufacturers

of Tools, Dies, Jigs, Fixtures and Gages

Jig Boring and Jig Grinding
Precision Form Grinding
Planing, Boring, Turning
Cincinnati, Lucas and Bullard
Machines

We build Special Machinery and Parts

Welded Fabrications

We will do your Stampings and
Spot Welding

Progressive — Swaging
Broaching — Drawing
Short Runs — Long Runs

**THE
SWAN TOOL & MACHINE CO.**
30 Bartholomew Avenue
HARTFORD 6, CONNECTICUT

HARTFORD
Special

...the best buy in the long run

AUTOMATIC DRILLING & TAPPING

MACHINES

AUTOMATIC THREAD ROLLERS

"SUPER-SPACERS"

AIR HYDRAULIC DRILL UNITS

GENERAL CONTRACT MACHINE WORK

THE HARTFORD SPECIAL MACHINERY CO.
HARTFORD 12, CONNECTICUT

as general manager of the division when it was purchased by The Torrington Co. last March.

♦ THE AVAILABILITY of an entirely new 30" tri-rotor rotary mower unit for the 1957 season has been announced by The Baird Machine Company of Stratford, manufacturers of the Beaver Four-Wheel Riding Tractor.

Front mounted, the new unit is said to feature unusually heavy precision construction with a unique floating action which follows the contour of the ground and permits the operator to raise or lower the mower approximately eight inches while in operation. The mower is equipped with a special cutter to eliminate ridging.

Designed and built by Baird especially for balanced operations with the Beaver Tractor, tests have shown that the mower is capable of doing a mowing job comparable to that of a fine lawnmower.

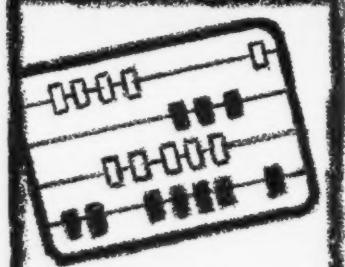
♦ SAFETY INDUSTRIES, INC., with headquarters in New Haven, has announced the appointment of James E. Lockwood as vice president of the Corporation. In his new post Mr. Lockwood will report directly to the president, H. F. Kneen, and assist in the company's expanding diversification program. He will also coordinate and integrate the financial activities of the present subsidiaries and divisions.

Mr. Lockwood joined Safety Industries in 1955 as assistant to the president and served in this post until his recent appointment. He was previously treasurer and controller of The Mattatuck Manufacturing Company of Waterbury, and prior to that was engaged in public accounting as a C.P.A. for several years.

♦ THE ANNOUNCEMENT of a new design development has been made by Gabb Special Products, Inc., Windsor Locks, manufacturers of Shear-Flow industrial mixers for the textile and chemical industries. The new feature is the interchangeability of mixing heads.

The complete mixing head is a compact self-contained unit consisting of the mixing shafts, stator-housing, counter-rotating impellers, seals and all related parts. The ease with which it can be removed from the motor and drive assembly is said to be a feature in itself. Removal of four retaining bolts and loosening of the drive belt disengages the mixing head permitting the insertion of a new head as soon as the other is removed.

♦ THREE PROMOTIONS and two additions to the staff have resulted from



ADD, MULTIPLY OR SUBTRACT . . . The answer is always the same — the best box for your product, for your money, is a Wittstein box. Call

JACK WITTSTEIN

Box 1348, 56 Church Street
MAin 4-5121, New Haven 5, Conn.



**call on us for
a complete**



**KING SIZE stock
of Drill Bushings**

over 5200 sizes

for immediate delivery
and snappy service
on specials

...made by
the World's
Leading
Specialists

American
DRILL BUSHING CO.
The ROBERT E. MORRIS CO.
WEST HARTFORD * CONNECTICUT
Bridgeport Branch: 3142 Fairfield Ave
also in stock: THE COMPLETE LODDING LINE OF
STANDARDIZED JIG and FIXTURE COMPONENTS



Westinghouse RELATIONTM Tubes

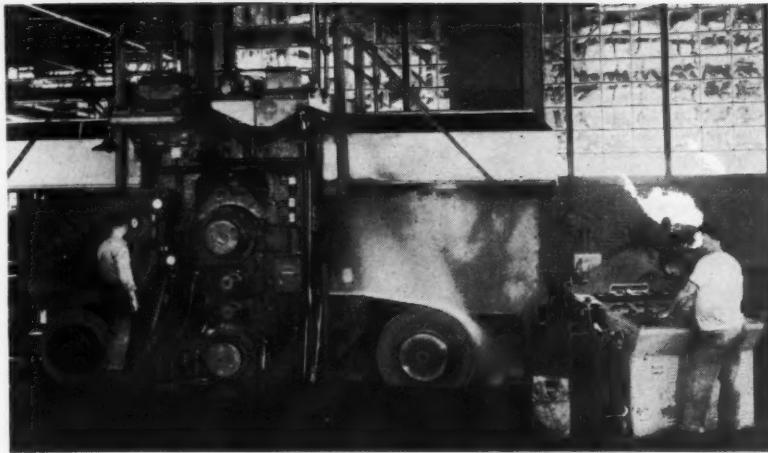
IN STOCK

FOR FAST SERVICE CALL

Electrical Supplies Inc.
225 WALNUT ST. - HARTFORD 1, CONN.
Telephone JACKson 7-7111

Sprague Electrical Supplies Inc.
One Park and Railroad Aves., BRIDGEPORT 4, CONN.
Telephone EDison 6-2535

Affiliated to Serve You Better



For you
EASTERN
Stampers and
Roll-formers

**This is how you get DSC STRIP *fresh-rolled*
to your order for your job . . . and fast, too**

OUR BUSINESS We are mill people. We do not stock general-purpose finished products of any kind—not even DSC STRIP.

Our business is to special-roll your order for your job and deliver it to you fast . . . perhaps faster than you might ordinarily expect of a mill. That's true for your big orders and your small orders too. We welcome both kinds.

A BIG STOCK OF HOT BANDS PROTECTS YOUR REQUIREMENTS FLEXIBLY As a matter of long-time practice we normally carry one of the largest, if not *the* largest tonnage of hot bands

in this area. That means that we can usually get going on your order almost as quickly as you can say, "Go ahead!" That means *flexible* protection for your production schedules. We deliver DSC STRIP just about anywhere in this territory in a matter of hours; at the latest, overnight.



Customer Satisfaction Is Our Business

DETROIT STEEL CORPORATION

EASTERN MILL DIVISION

Box 1789—New Haven 7, Conn.

EASTERN DISTRICT CUSTOMER "REP" OFFICES

Hamden, Conn., 2061 State St., Phone STATE 7-5781

New York 19, N. Y., 250 W. 57th St., Phone COLUMBUS 5-4870

Worcester 8, Mass., 507 Main St., Phone 5-8686

EASTERN MILL DIVISION STRIP ROLLING RANGES		
	LOW CARBON	HIGH CARBON
CARBON	.25% max.	over .25% min. to 1.05% max.
THICKNESS*	up to about .187"	up to about .156"
WIDTHS (slit or rolled edge)	up to 22"	up to 22"
TEMPERS	ALL	Hard Rolled Untempered or Soft Annealed
FINISH (Satin or Reg. Bright) . . . COILS . . . CUT LENGTHS	*Standard or restricted tolerances	

COPYRIGHT 1957



ten years from today.....WHAT?

The Scene: The quiet surroundings of a Connecticut High School library.

The Participants: A guidance teacher and a typical group of students, eagerly discussing their future careers.

It's all stimulating conversation now. But a decade from now, their choice of occupations will be something real . . . something vital—spelling out their economic security . . . their family happiness . . . their own job satisfaction.

Just as it is important for utilities like ours to think ahead carefully in order to assure ample electricity to our customers in future years . . . just as every plant has to project its thinking today to fit correctly into its bigger role tomorrow, ALL OF US IN INDUSTRY ARE DEEPLY CONCERNED ABOUT THE TREMENDOUS MAN-POWER WE WILL NEED.

It's predicted that Connecticut's growing industries will be seeking 13,100 people to fill new

jobs next year alone. TEN YEARS FROM TODAY . . . WHAT?

In their desire to play a cooperative part in this vital field, our companies have been working with Guidance Departments in Connecticut High Schools, telling future job-holders in our state of the benefits of a career in Connecticut's many fine industries.

The booklet, "There's a Career For You in Connecticut Industry," which has been published for the last three years, has become integrated as a guidance tool in 90 per cent of our State's secondary schools.

We are proud to present this far-reaching program. We do so with the hope that the gains in terms of job happiness will be many for the students in our high schools; and with the hope that the project will direct many of our competent young people into the varied pattern of Connecticut Industry.

THE CONNECTICUT LIGHT & POWER COMPANY

THE CONNECTICUT POWER COMPANY

THE HARTFORD ELECTRIC LIGHT COMPANY

THE HOUSATONIC PUBLIC SERVICE COMPANY

THE UNITED ILLUMINATING COMPANY

a reorganization of the purchasing department of Hamilton Standard, division of United Aircraft Corporation, it has been announced by John H. Spade, purchasing manager.

Promoted are Leonard Cooke of Glastonbury, to purchasing agent in charge of procurement of fuel controls and refrigeration equipment both production and experimental; John E. Falkowski, of Windsor, to purchasing agent in charge of procurement of propellers and starters, both production and experimental; and Philip J. McGoohan, of West Hartford, to service supervisor in charge of vendor liaison activities and the purchasing office section.

Horace B. Learned, recently vice president and general manager of Cheney Brothers, Inc., Manchester, has been appointed staff assistant to the purchasing manager.

Robert J. Stuart, recently assistant director of purchasing of the Eaton Manufacturing Company of Cleveland, has been named purchasing agent for raw material and non-product procurement, both production and experimental.

♦ RONALD V. BENNETT, sales manager of the Fabricating Division of the Plume & Atwood Mfg. Company, Thomaston, has announced that PANDA Gift Creations were shown at the New York Gift Show, held at the Hotel New Yorker recently, and that the PANDA Lamp and Lamp Parts products will be shown at the Lamp Industry Methods and Material Show at the Palmer House in Chicago on April 4, 5 and 6.

♦ THE APPOINTMENT of William J. O'Day to the post of manager of special markets for the P. & F. Corbin Division of The American Hardware Corporation, New Britain, was announced recently by L. C. Booth, vice president.

Mr. O'Day was first employed by the company in 1936, in the customer service department. In 1937 he was appointed assistant service manager and the following year, service manager. In 1947 he was made assistant sales manager and in 1949 manager of stock sales for the division.

♦ E. MCKENDREE HAYDEN has been appointed special assistant to William H. Baldwin, president of The Stanley Chemical Company, a subsidiary of The Stanley Works, located in East Berlin. Named to succeed Mr. Hayden as technical director of the company is Robert F. McTague, who has been assistant technical director.

In his new post Mr. Hayden, who remains a vice president and director

of the concern, will be responsible for the development of new products, especially in the fields related to plastics.

♦ THE FORMATION of the Nuclear Division of the Kaman Aircraft Corporation, located in Albuquerque, New Mexico, has been announced by Charles H. Kaman, president of the Bloomfield firm.

Kaman's Nuclear Division will engage in systems analysis and research in the fields of nuclear ordnance and propulsion. Heading up the new division as vice president and general manager will be Dr. Kenneth W. Erickson, recently chief of experi-

mental weapons research for the Sandia Corporation, a subsidiary of Western Electric located in Albuquerque.

♦ W. PATRICK O'GORMAN has been appointed director of purchasing of the Perkin-Elmer Corporation, Norwalk.

Mr. O'Gorman has been with Perkin-Elmer since 1951, and a member of its purchasing department since 1954. Prior to his new appointment he was assistant director of purchasing of the department.

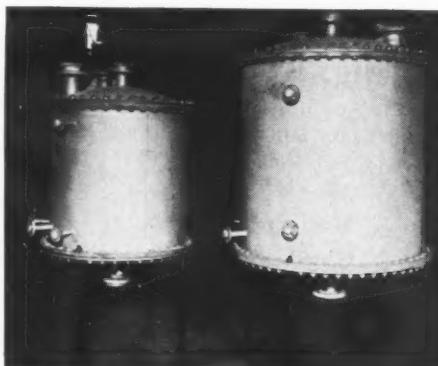
♦ A NEW all-purpose combination scraper & cutter has just been intro-

*for a special problem,
see a specialist*



... and for specialties in Process
Equipment talk to Avery and Saul

When you are considering the purchase of weldments, such as Pressure Vessels and Processing Equipment, note that Avery and Saul has expanded its Special Products Division and now offers the finest facilities in this region for such exacting work.



Avery & Saul
COMPANY

115 RINDGE AVENUE EXT., TEL. UNIVERSITY 4-9070, CAMBRIDGE, MASS.

Barney's "Transforms" Dano Electric Company!



When Winsted's Dano Electric remodeled, management wanted to retain the proved convenience of open work areas for business and executive departments . . . and to add a waiting room. Barney's was called in and submitted recommendations. "The result of Barney's work is an office layout that is just right for us," a Dano spokesman stated. "The new metal furniture Barney's recommended and installed is amazing. It transforms our offices . . .".

Barney's OF HARTFORD

OFFICE FURNITURE—SHOP EQUIPMENT
450 Front St. Phone JACKSON 2-6221
Established 1930



INDUSTRIAL WORKBENCHES

CUSTOM-BUILT
to YOUR Order

ANY SIZE • ANY SHAPE
ANY CONSTRUCTION

Channel steel legs. Tops of laminated hard maple or plywood with Masonite, linoleum, Formica covering. Drawer arrangements, compartments, lockers, platforms, shelves, bins, etc., to meet your requirements. Free consulting and design service.

Phone Hartford

JACKSON 7-9217



The Champlin Box Co.

"Boxed in Wood - Boxed for Good"
45 Bartholomew Ave., Hartford 6, Conn.

duced by The Bridgeport Hardware Mfg. Corp., Bridgeport.

According to the manufacturer the new tool has been designed to use all types of blades—single or double edge. The blade can be quickly locked in any one of four positions with a wing nut.

The scraper-cutter is made of unbreakable pressed steel with a bright plated finish. It is merchandised on an attractive pre-priced card which points out the selling features and suggests many uses in the home and workshop.

♦ THE ESTABLISHMENT of a new department to study the materials handling and packaging problems of the various divisions of the company has been announced by the Pratt & Whitney Company, Inc., West Hartford. The department will function as part of the company's service department under the direction of Guy H. Drewry, Brig. General, U. S. A., Retired.

Denton T. Gallup, an experienced materials handling engineer who has been associated with Pratt & Whitney since 1953 and who is president of the Connecticut Valley Materials Handling Society, will manage the activities of the new department.

♦ JOHN G. FITZGERALD has been named assistant director of public relations at the Pratt & Whitney Company, Inc., West Hartford manufacturer of machine tools, cutting tools, gages and aircraft accessories, it has been announced by Joseph E. Lowes, Jr., the company's director of public relations.

Since 1946 Mr. Fitzgerald has been on the staff of The Hartford Courant, most recently as its assistant financial editor and television columnist. Prior to that he was a lieutenant, senior grade, in the U. S. Navy during World War II.

A native of Hartford, Mr. Fitzgerald attended the Washington Street School and Bulkeley High School. He received a Bachelor of Science degree from Trinity College in 1941.

♦ TWO ORGANIZATIONAL CHANGES in the sales department of The Connecticut Light and Power Company have been announced by A. M. Wade, sales vice president.

Quentin Q. Quinn, an industrial sales engineer at Waterbury, has been appointed industrial sales manager at the company's Berlin headquarters, filling a vacancy created by the recent death of H. W. Memmott. Robert S. Bromage, CL&P rate engineer, has

**TREE 1½ HP
VERTICAL MILLERS • TRACERS**
with Variable Speeds 60-3300 rpm

**TREE 1 HP
VERTICAL MILLING HEADS**
adaptable to all millers
TREE TAPER BORING TOOLS

**MEUSER GEARED HEAD
GAP-BED LATHES**
High Speed High Precision
14" to 44" swings x 30" to 320" centers

**WOHLHAUPTER FACING
AND BORING HEADS**
with capacities up to 36" for all
jig borers, jigmills, boring mills,
vertical millers and radial drills
—Literature on request—
H-B MACHINERY & SUPPLY CO.
370 Front St., Hartford 14, Conn.
CHapel 7-8847

THOMAS W. HALL COMPANY

INCORPORATED

Stamford, Connecticut



Printing, Newspaper
& Lithographing Machinery
Paper Converting Equipment
Job Presses, Galleys &
Cabinets
Proof Presses, Balers, Cutters

ALLEN RUSSELL & ALLEN

31 Lewis St. Hartford, Conn.

Insurance

Over 50 Years of Service to
Connecticut Manufacturers

been named assistant to the sales vice president.

At the same time, D. W. Price, division manager, announced that Lawrence M. Duryee, an industrial sales engineer at Waterbury, has been promoted to the newly created post of western division industrial sales engineer with headquarters at Waterbury.

◆ HOWARD S. THRASHER has been promoted to general sales manager of The Seymour Manufacturing Company, Seymour, in one of five personnel changes announced by the company.

With Adolph W. Grele, simultaneously named assistant sales manager, Mr. Thrasher will supervise selling activities both for the nonferrous metal producing company and its wholly-owned subsidiary, The Phosphor Bronze Corporation.

W. C. Shattuck has been named special sales representative in the New York headquarters. Philip L. Thomson, formerly assistant purchasing agent for the company and its subsidiary, has been named purchasing agent, replacing W. O. Bennett who resigned.

The company's new personnel manager is Francis McMahon, succeeding the late R. W. Anderson.

◆ PLANS for the Third Annual OHI Oil Burning and Equipment Conference have recently been announced by the Oil-Heat Institute of America and the Mechanical Engineering Department of New York University.

This year's conference will be held at the Gould Student Center on the Heights campus of New York University on April 15, 16 and 17. The fee for the three days will be \$50 per registrant.

The Institute, with which a number of Connecticut manufacturers are affiliated, estimated the expected attendance to be 300.

◆ SIX promotional changes within the Raybestos Division, Raybestos-Manhattan, Inc., Bridgeport have been announced by General Manager William S. Simpson.

John D. O'Connell was named assistant to the sales manager, Equipment Sales Division. Mr. O'Connell has been with the firm since 1941 and was supervisor of the Original Equipment Sales Service Department.

William J. Griglock was promoted to supervisor, Original Equipment Sales Service Dept. for the Division. A native of Pennsylvania, Mr. Griglock joined Raybestos in 1948.

Oliver W. Wight was named supervisor of Production Control. He has been associated with the company since

One Local Source for All YOUR PLATING CHEMICAL NEEDS

METAL STRIPPERS

Enamel Strippers

"Alumon"
for Plating on Aluminum

METAL
BLACKENING
COMPOUNDS

Rust Removers

Metal Cleaners

RUST PROOFING COMPOUNDS

ALL PLATING CHEMICALS

ENTHONE
INCORPORATED

Enthon of New Haven . . . besides being your prime local source for metal finishing chemicals . . . is internationally famous for the development of specialty products for metal finishing. Some of these are ENSTRIPS . . . Patented Products for Selective Dissolving of Metals.

For example, ENSTRIP A—U.S. Patent No. 2,649,361 was the first product offered the metal working market for dissolving nickel plate from steel without attacking the basis metal. And there are other selective strippers in the ENSTRIPS group to meet any requirement.

If you're faced with any metal finishing problem, consult your ENTHONE finishing specialist, *First*.



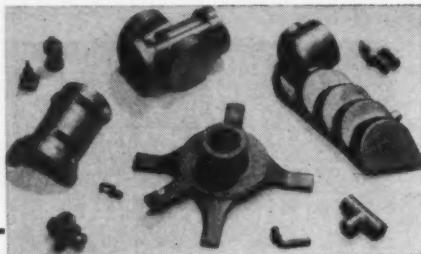
For fast technical service and
delivery of all plating chemicals

Phone NEW HAVEN SPruce 7-5581.

442 ELM STREET, ENTHONE
INCORPORATED

NEW HAVEN 11,
CONNECTICUT

Increase Your Product's "SELL" with Castings by FRITZELL



You can improve your product's sales, and performance after sales. Yes, you can help its ability to sell with castings by FRITZELL; porosity-free, uniform in mechanical and structural strength batch after batch; castings that give your customers satisfaction long after your sale is closed!

Many of America's finest products

are made with castings by FRITZELL. Why not trade on this experience to make *your* product better?

Fritzell's ability to make intricate, sand-molded castings since 1916 has earned the reputation "If nobody else can make it, send it to Fritzell." Improve *your* product's "SELL" with quality castings by FRITZELL!



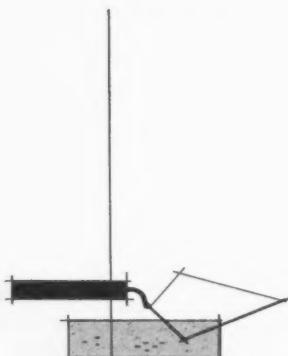
WRITE or PHONE for further information. Pattern facilities available.

FRITZELL

SINCE 1916

Foundry & Casting Co.

BRASS, BRONZE & ALUMINUM CASTINGS
571 Dixwell Ave., NEW HAVEN UNIV.5-6996



If you are . . .

BUILDING REMODELING ADDING to a building

you and your architect
will be interested in "SCOPE",
a portfolio of building progress
by John F. Griffin Company.
May we send you a copy?

JOHN F. GRIFFIN COMPANY

BUILDING CONSTRUCTION

34 REGENT STREET, CAMBRIDGE 40, MASSACHUSETTS
KIRKLAND 7 3870



1952. George E. Bieniasz was promoted to inventory control supervisor and Walter G. Lent, a member of the production control department, becomes supervisor of Brake Shoe Inventory Control.

♦ A NEW digital comparator just announced by Norden-Ketay Corporation, Milford, is designed for use in digital servo control systems. It is said to make possible true digital control without recourse to counting techniques. The company states that in conjunction with Norden-Ketay's 13-bit or 19-bit shaft position to digital converter, the comparator can provide digital control through conventional servo amplifiers and motors.

The device is said to be particularly useful for airborne applications. Since no relays or tubes are used, the comparator can be readily packaged for rugged environmental specifications and with great flexibility of configuration. Bulletin No. 418 with specifications and application information is available from the company's office on Commerce Road, Stamford.

♦ A NEW portable posting machine, the Post-Master 92, was introduced recently by Underwood Corporation to 500 company salesmen convening in Hollywood Beach, Florida.

Designed to post simple records such as accounts receivable or accounts payable, the Post-Master 92 is all electric and has a 10-key keyboard and two adding registers, each with direct subtraction and credit balance feature. Other features include a column control slide on the keyboard for changing from debit posting to credit posting, electric carriage return, a full date keyboard, a stop key to lock carriage in any desired position, complete adding-subtraction-erasure keys and a motorized non-tab key for listing vertically in any column and automatically line spacing the forms.

♦ ELECTION of John A. Coe, president of the American Brass Company, Waterbury, to the board of directors of The Bullard Company, Bridgeport, producers of machine tools for industry, has been announced by E. C. Bullard, president and general manager of Bullard.

Mr. Coe's election to the board was to fill the vacancy created by the death last September of Joseph W. C. Bullard, retired former vice president of the company.

♦ RICHARD C. DIEHL, president of Chase Brass & Copper Co., Waterbury, has resigned from that position. He has been with Chase since September 1950, resigning as general man-

ager of Wheeling Steel Corp., Steubenville, Ohio, to accept the presidency of the Waterbury firm.

Born in Defiance, Ohio, Mr. Diehl was graduated from Ohio State University in 1927 with the degree of bachelor of metallurgical engineering.

He was elected president of the Copper & Brass Research Association in 1953 and served two terms in that office. He is a member of the American Iron & Steel Institute, the American Institute of Mining and Metallurgical Engineers, the Copper Club, the Newcomen Society of England.

◆ JOHN C. DORAN, president of Doran Bros., Danbury firm world known for its hat machinery, was honored recently at the 28th annual dinner of the men's hat trade and allied industries.

Highlight of the program was the presentation to Mr. Doran of a large bronze plaque with the inscription "Presented to John C. Doran by the assembled members of the Men's Hat Industry in recognition of the works of heart and hand which he, his family and his organization have rendered to the cause of better hat making throughout the world."

◆ HENRY H. LYMAN, director and treasurer of the Lyman Gun Sight Corporation, Middlefield, since 1917, has announced his retirement. He will



The 100th in a series of exhibits sponsored by the Industrial Development Committee of the New Haven Chamber of Commerce features the "Milford" line of metal cutting blades produced by The Henry G. Thompson & Son Co. of New Haven, saw blade specialists for over 80 years. Pictured here are H. W. Delano, advertising and marketing manager of the company; Richard J. Falvey, manager of the Chamber's Manufacturers Division and A. W. Tucker, Thompson's vice president in charge of sales.

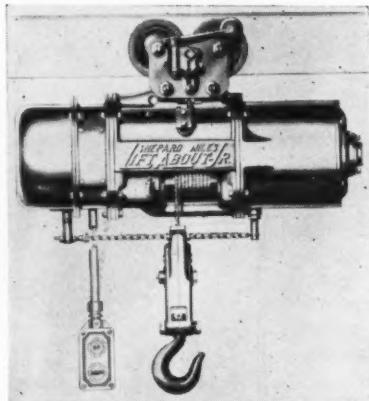
be succeeded as treasurer by Richard C. Lyman.

When Mr. Lyman joined the management of the company 39 years ago the firm was engaged solely in the manufacture of metallic sights for rifles and shotguns. Today it is a leading producer of such firearm accessories as Ideal reloading tools, telescopic sights

and shotgun compensators.

Mr. Lyman has served as a director of MAC, director and treasurer of the Rockfall corporation, a charitable institution, president of Middletown's Middlesex Memorial Hospital; a member of the Middlefield Board of Education and the Republican Town Committee.

TOUGHEST Light Service Hoist You Can Buy —



LIFTABOUT-JR.

SHEPARD NILES
CRANE AND HOIST CORPORATION

MONTOUR FALLS, N. Y.



MATERIALS HANDLING ENGINEERS & EQUIPMENT

FOR 35 YEARS DISTRIBUTORS
AND INSTALLERS OF SHEPARD NILES
CRANES AND HOISTS

Conveyors

Roller
Overhead Chain

Belt
Carrier Natural Frequency

Monorails
Buckets
Winches

Crane Scales
Grabs
Car Pullers

ENGINEERS & INSTALLERS of Complete Systems
SERVICE and REBUILDING

ROBERT ABEL & CO., INC.

112 Cypress Street, Brookline 46, Mass.

Tel: LOnGwood 6-9610

- Complete Machine Shop
- Design and Drafting Service
- Foundry and Pattern Shop
- Our Patterns or Yours
- Quotations on request

THE SMITH & WINCHESTER Mfg. Co.

SOUTH WINDHAM, CONN.

CHASE 

*the Nation's Headquarters
for BRASS
COPPER
STAINLESS—
STEEL*

Warehouse and Mill
CHASE BRASS & COPPER CO.
Waterbury 20, Conn.
Tel. Plaza 6-9444



STEEL CASTINGS

From one lb. to
2500 lbs. each

Try us for fast
delivery when your
needs are urgent.

THE
NUTMEG CRUCIBLE STEEL
COMPANY
BRANFORD CONNECTICUT

♦ NEW OFFICERS of the Stamford-Greenwich Manufacturers Council, Greenwich, have been elected, with Irving G. Snyder as president. Mr. Snyder is vice president of the Stamford Machine Co., and formerly served as first vice chairman of the council.

H. M. Day, president of Norma-Hoffmann Bearings Corp., Stamford, was named first vice chairman, and Dr. Charles J. Burton, second vice chairman. Dr. Burton is vice president of Barnes Engineering Company. Hugh J. Mathews continues as treasurer and Dean Grossman as executive secretary.

♦ THE APPOINTMENT of S. Ripley Meeson as community relations manager at the Singer Manufacturing Company, Bridgeport, was announced recently.

Mr. Meeson joined the company in 1946 as chief photographer. In 1953 he was named editor of the company's employee publication, and the following year he became public relations representative.

♦ PURCHASE of the assets of the Danielson Manufacturing Company, Danielson by the Nicholson File Company of Providence, Rhode Island, has been announced by both companies.

The Danielson Manufacturing Company, whose president is John E. Holt, manufactures precision nylon gears, threaded fittings, tubing, nylon coated cable and nylon faced hammers.

Paul C. Nicholson, Jr., president of the Nicholson File Co. stated that the diversity of its products, its recognized technical leadership in its field, its excellent present management and its tremendous growth potential were the principal features which made the acquisition of the Danielson firm so desirable for the Nicholson File Company.

♦ WALTER H. HART, a former vice president and director of the Stanley Works, New Britain, died recently at his home.

Mr. Hart was graduated from the Sheffield Scientific School of Yale University in 1896 and was recently awarded a citation by President A. Whitney Griswold for his fine work as class agent in collecting contributions for the Yale Alumni Fund.

Following his graduation he went to work at the Stanley Works, was made a director in 1920, vice president in 1922, and in 1937 he retired. He is survived by his wife, two sons and a daughter.

♦ AT A MEETING of the Board of Directors of Wallace Silversmiths, Inc., Wallingford, Duncan Bruce, Jr. was

WHAT CONNECTICUT MAKES MAKES CONNECTICUT

Manufacturers of
DRY PRESS
(STANDARD ITEMS)

FIRE BRICK
SPECIAL SHAPES
(MUD PRESS)
IN ANY SHAPE
OR QUALITY DESIRED

THE HOWARD COMPANY

250 Boulevard, New Haven, Conn.
SPruce 7-4447

THE HENRY SOUTHER ENGINEERING CO.

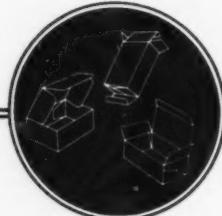
Engineering & Chemical
Service

Water Purification

Industrial Waste Disposal

Research Facilities for
Industry

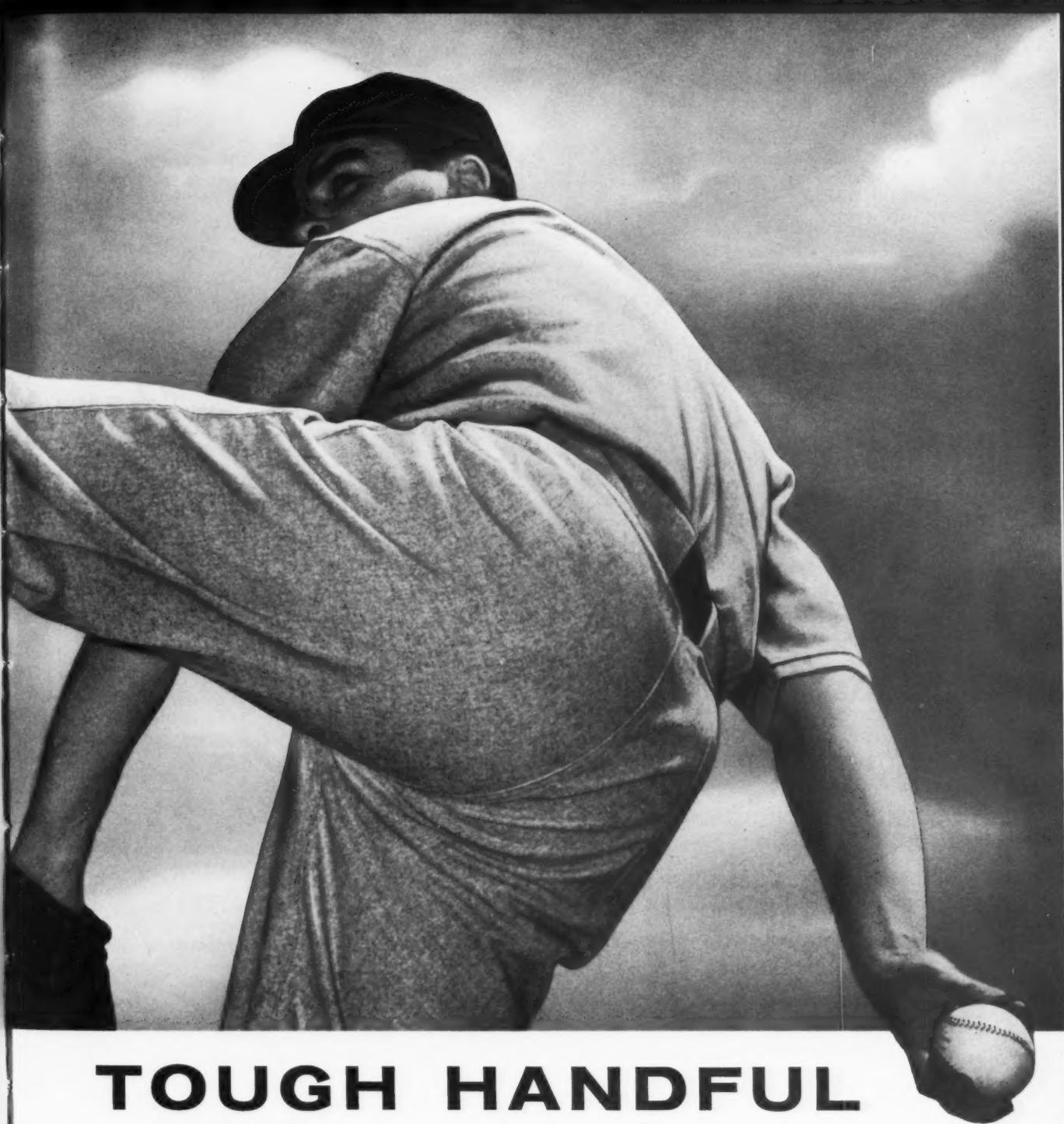
Hartford, Conn.



PAPER BOXES

FOLDING • BRIGHTWOOD
and
SET UP

H. J. MILLS, INC.
ESTABLISHED 1887
BRISTOL • CONNECTICUT



TOUGH HANDFUL

Ever watch a big league home-run king hit one? Did you know that every time one of the "big boys" slams one out about 400 feet the ball and the thread with which it is stitched have to withstand *more than twice the destructive energy of a bullet?*

It's a fact. A pistol bullet of the kind used by the police of one of our major cities develops 265 units of energy as it leaves the barrel. To hit a baseball about 400 feet under average conditions the bat must develop 600 of the same units of energy! Little wonder that a big league baseball must be stitched with thread of the highest quality (about

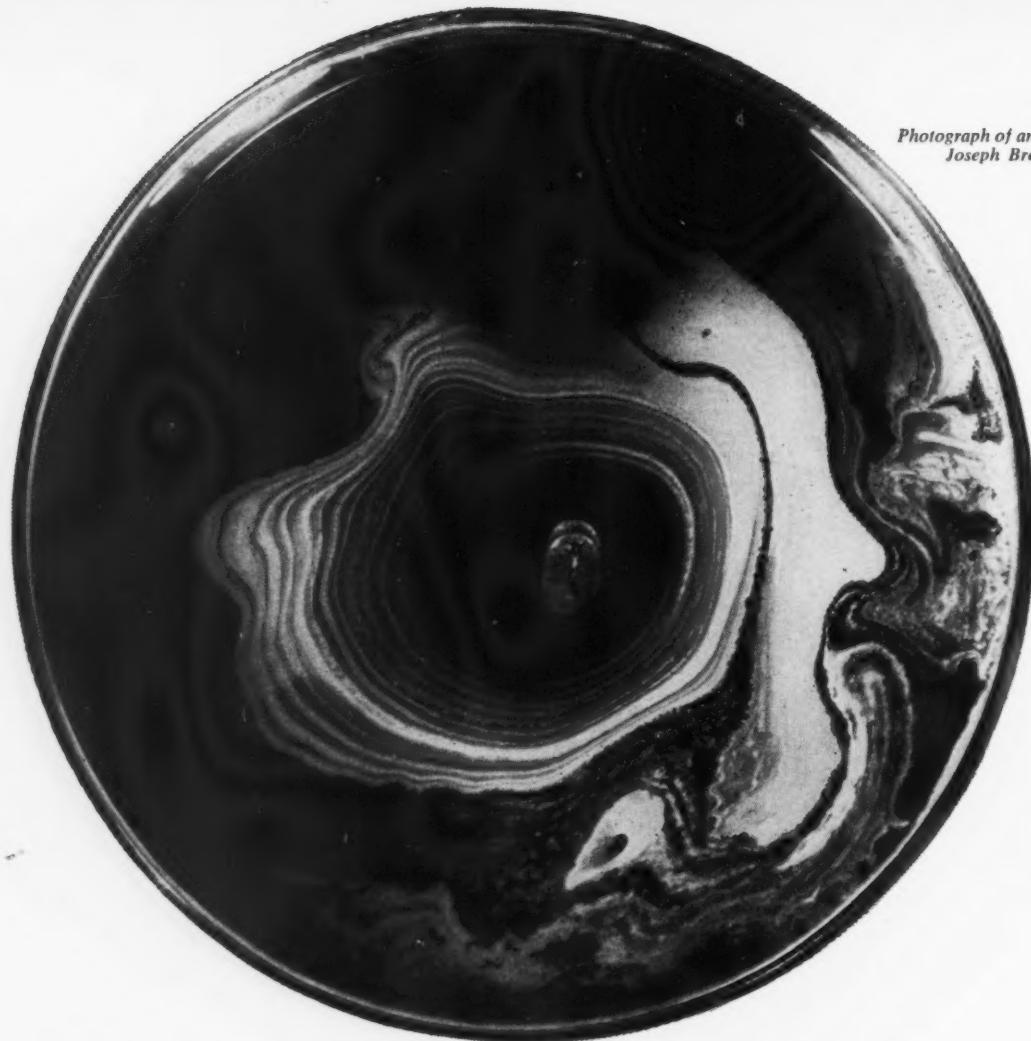
19,000 miles of it gets slammed around each season on baseball diamonds throughout the country).

The American Thread Co. manufactures this tough thread for big league baseballs at its Willimantic plant in Willimantic, Connecticut.



WILLIMANTIC, CONNECTICUT

*Photograph of an odor by
Joseph Breitenbach*



Portrait of a Business Problem

You are looking at a rare photograph of a common business problem—an odor. Airkem scientists have found that accumulations of odors are present in offices, restaurants, hotels and hospitals, in fact everywhere. The effects of odors range from nuisance to aggravating annoyance and the cost is easily expressed in terms of lost sales and declining personnel efficiency.

The photograph was taken of the volatile material that makes up an odor as it was precipitated on the surface of chilled liquid mercury. The odor appears as a mono-molecular layer—only one ten-millionth of an inch thick! The odor source is a coffee bean.

Odors collect everywhere—on walls, fabrics, equipment—much in the same way as dust. They remain to create the stale air that makes the "tired atmosphere" in an office, or

the unpleasant impression of stale food, grease and cigarettes in a restaurant. To produce a fresh-smelling atmosphere, alert business management has turned to Airkem.

Airkem equipment and formulae have proved in thousands of installations the advantages of clean-smelling air. Merchandise sells better, customers are easier to please and more likely to return and personnel are more efficient in the Airkem-treated atmosphere.

If you'd like more information about AIRKEM for air conditioning and ventilating systems or for other office and plant use just call:



Odor Control is a Profit Builder for
department stores, hotels, restaurants,
food processors, insurance companies
and many other businesses and industries.

Bridgeport	Ask Operator for Enterprise 5440
Hartford	CHapel 7-3303
Lyme	GEneral 4-1000
Meriden	Ask Operator for Enterprise 2770
New Haven	MAin 4-7060
Norwich	Ask Operator for Enterprise 9810
Stamford	FIreside 8-1609
Waterbury	Ask Operator for Enterprise 2770

named treasurer of the company to succeed the late Clifford F. Thompson.

Mr. Bruce was born in Charleston, West Virginia. He attended Phillips-Andover Academy, Andover, Mass., and Yale University. He also attended New York University. Before joining Wallace Silversmiths he was associated with the Ensign-Bickford Company, Simsbury. Prior to that he was senior financial consultant with Booz Allen and Hamilton, New York.

♦ THE VARIDYNE MOTOR, which incorporates a simplified method of driving multiple units at any speed, is a new product just introduced by U. S. Electrical Motors, Inc., Milford. It is said to be adaptable to conveyor systems and special processes.

The company expects to promote this new motor during 1957. It has been redesigned for manufacture on an increased production basis.

♦ ROBERT I. METCALF has been appointed director of staff services for the Winchester Western Division of the Olin Mathieson Chemical Corp. Mr. Metcalf has been industrial relations manager at the New Haven plant.

In his new assignment he will report to the vice president and general manager, and will be responsible for the operations of the industrial relations managers and treasurers at New Haven and East Alton, Illinois.

♦ A PATENT for a hat and the process for producing it from dynel synthetic fiber sheets has been awarded to The Frank H. Lee Hat Co., Danbury. The patent was issued in the name of Raymond J. Trimpert, director of research for the company.

With much the same appearance as a normal summer straw hat, the new Lee dynel hat stands up in a drenching downpour, can be sat on, and according to the manufacturer, will not burn. It was introduced to consumers last spring and met with much sales success.

♦ BURNDY CORPORATION, Norwalk, manufacturers of electrical connectors, has named Sidney Wolberg as vice president, purchasing; Stanley M. Loomis, vice president, finance and George M. Szbad, vice president and counsel.

Mr. Wolberg, a 30-year veteran with Burndy, previously was director of purchases as well as secretary, a post in which he continues.

Mr. Loomis joined Burndy as controller in 1946 and was elected in 1947 to the board of directors and in 1955 to the post of treasurer, in which he continues.

Mr. Szbad, a lawyer and member

of Blum, Jolles, Gruber, Szbad & Gerson, general counsel for Burndy, joined the corporation in 1954 as legal counsel and member of the board of directors.

♦ GEORGE A. BAKER, JR. was elected vice president of the American Screw Company, Willimantic recently. He joined the company in 1940, serving in the area of sales analysis and market research and since 1950 has been assistant to the president. He is a graduate of Brown University and

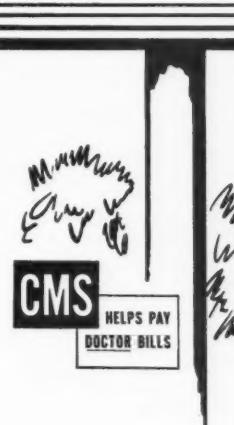
the Harvard graduate school of business administration.

♦ THREE OFFICIALS of the Stanley Works, New Britain, retired from active administrative duties recently. They are Maurice H. Pease, Lawrence C. Humason and Stuart W. Parsons.

Mr. Pease has been engaged in an advisory capacity on all steel and power problems involving the various company divisions and subsidiaries. Mr. Humason, president of The Humason Mfg. Co., a subsidiary of the Stanley

CONNECTICUT Medical Service

INC.



Where you get
so much
Surgical-Medical
coverage for
so little cost!

CMS offers excellent surgical-medical care coverage at the lowest possible cost. You can't afford to be without CMS Protection for your family.

For information about good surgical-medical care phone or write: CMS P.O. Box 101, New Haven 1

The Blue Shield Plan for Connecticut
CONNECTICUT MEDICAL SERVICE, INC.
SPONSORED BY THE CONNECTICUT STATE MEDICAL SOCIETY
GENERAL OFFICES • NEW HAVEN

Here's Why

INDUSTRY PREFERS

CLARK

PACKAGING



Extra heavy-duty cases protect Clark products in transit and throughout handling in your warehouse. Heavy-weight cartons are individually labelled — varying colors denoting different products — to permit instant on-the-shelf identification of item and container quantity. Standardization of carton sizes saves shelf space.



Clark utilizes 3 standard size shipping cases. Proportional size of these cases permits orderly stacking . . . saves space in your warehouse.

"Engineered" packaging permits exact fit of cartons in cases . . . eliminates "shucking" . . . avoids errors and saves time in taking inventory.

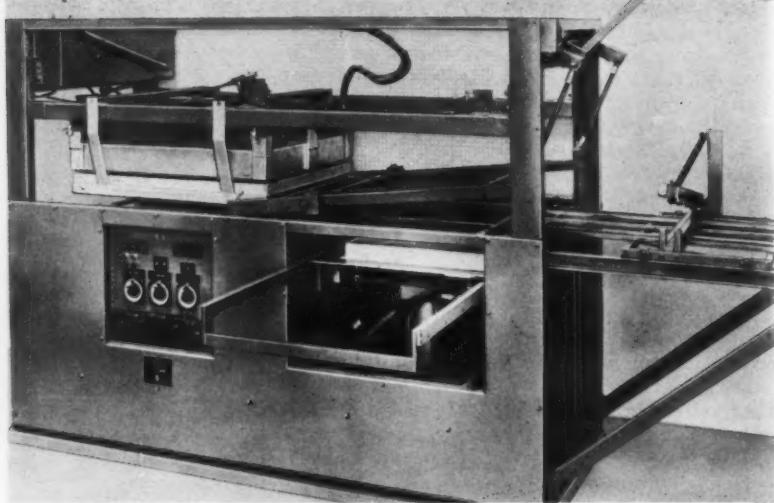


Request free catalog covering the complete Clark line of industrial fasteners.



SINCE 1854

CLARK
BROS. BOLT CO.
MILLDALE, CONN.



New Auto-Pak vacuum forming machine for skin packing, blister packing and the new "Snap-Pak" process is manufactured by The Auto-Vac Company, Bridgeport. Highlight of this model is said to be an unusually high production rate from a continuous roll-fed operation.

Works, located in Forrestville, has served as an advisor in organizational matters and new product development. As consulting engineer of Stanley Hardware, Mr. Parsons has been active in product development of that division and has also served in a general advisory capacity to the Stanley works.

♦ THE RETIREMENT of George T. Carmichael as senior vice president of the New Haven Railroad has been announced by George Alpert.

A native of New Haven, Mr. Carmichael started as a clerk in the accounting department and rose to become the head of that department as comptroller in 1934. In 1942 he was elected vice president and comptroller, in 1945 vice president and executive assistant, and in 1950 also took on the duties of secretary and treasurer. He

was elected senior vice president in 1954.

♦ COMPLETING 39 years' association with Jenkins Brothers, Bridgeport, Herbert J. Barnsley, vice president in charge of manufacturing and a director of the Bridgeport firm and its subsidiary, Jenkins, Ltd. of Canada, officially retired recently, although he has been asked by the company to remain a director.

Mr. Barnsley began with Jenkins in 1917 as a draftsman. He later became assistant to the chief engineer and in 1943 was elected a vice president and director.

He is a member of St. John's lodge, AF and AM, the National Association of Power Engineers of New York, and a life member of the American Society of Mechanical Engineers.



THE STEPHEN B. CHURCH CO.
SEYMOUR, CONN.
Tel.—Tuxedo 8-2132

Would you like to cut your water costs in half? That is what "CHURCH" Wells are doing for many Connecticut industries—the cut shows 1,000 G.P.M. of 52° potable water being pumped from one of our wells used for a municipal supply.

Gravel Packed Wells
Deep Well Turbine Pumps

SPECIALISTS IN LARGER WATER SUPPLIES

Rock Wells
Storage Tanks

♦ BERLIN HEAT TREATING CO. has announced the opening of its new plant in Kensington. The company offers a complete heat treating service for carbon, alloy, and tool-steels and is equipped to perform the following operations: neutral hardening, carbon restoration, bright annealing, bright normalizing, tempering, steam tempering, steam oxide treatment of high speed steels, solution heat treating, precipitation, hardening, carburizing (gas and pack), carbonitriding, nitriding (gas), cyanide hardening, and annealing of non-ferrous metals and alloys.

Principals of the new firm are W. Raymond Bomba, president; Friend J. Whitney, treasurer and Alton W. Gross, vice president and chief metallurgist.

Creative Salesmanship

(Continued from page 12)

agents. The amount of ill will and other consequences generated by this practice and lack of understanding in human relations has never been gauged accurately by headquarters staffs of many companies until it is almost too late to correct.

It has been discovered and proved that one key reason why sales are not reflecting the true buying potential of many markets, overseas, is that local

representatives and their salesmen do not know how to sell effectively. In general, Latin salesmen lack proper educational and sales training. Of late, a great many companies with long range vision have given more and more recognition to these forgotten men and have made them the main objective for their stepped-up promotional program aboard. Such internationally known firms as Roneo, Olivetti, Bostitch Inc., Necchi, Volkswagen and Fiat, to name a few, have successfully followed and carried out more intensively the policy of training their distributors and salesmen in their own language right in the field.

An example is Bostitch Inc., world leader in office and industrial fastening machines, which is reorganizing and improving its network of distribution and services in Latin America to do a more effective selling job in each market. In some cases, local or regional representatives are being merged in order to combine their resources and operations so as to secure efficient coverage on a national scale. In other cases, new distributors are being selected and appointed "on the spot" wherever needed to insure proper market coverage. As a result, the company has doubled sales in South America in the last few years, opened up more markets and found more business than

was thought possible.

Statistics on export trade do not show the unbelievable amount of business and good will being overlooked in many markets, and in fact literally given away to competition by neglecting to know more closely the human factor in all field sales activities. Many companies have long since realized that investigating this vital element in their export set-up is paying them substantial dividends.

Time and coming events are squeezing out of the picture companies that are still dealing with foreign representatives whom they have never seen. In most instances, a good looking letter-head and impressive references have been the only basic assets deemed sufficient and valid for appointing them to represent our American Company interests, overseas. This method of doing business, if not backed up by personal relationship, is destined, sooner or later, to be a thing of the past. The battle, today, for export markets is being waged right in the field. Competition is keener and more aggressive than ever before. Better creative salesmanship—based on understanding of each market's characteristics and requirements—is the big gun that is getting more business and more good will out of Latin America for those who are using it.

The Propane in Oxy-Propane for Metal Cutting and Brazing

Guarantees

BETTER PRODUCTION

In Metal Cutting — clean, smooth cuts . . . safe, high-pressure deep cutting . . . narrow kerf . . . easily removed minor slag formation.

In Brazing — fast . . . clean finish . . . naked eye observation.

SAFER OPERATION

Narrow limits of flammability . . . wide range of safe operating pressures . . . non-toxic.



LOWER FUEL COSTS

The high heat value and the low unit cost of propane reduces fuel costs considerably. In machine metal cutting, fuel savings up to 82% are frequently reported.

FOR A DEPENDABLE source of propane, and a fuel service that provides flexibility in propane handling techniques — from portable cylinders to permanent bulk storage for manifolded oxy-propane installations — call or write the Suburban Propane Gas Service office nearest you.

SUBURBAN PROPANE GAS CORPORATION

The Gas Company Beyond The Gas Mains

Serving Connecticut
from —

Derby, Conn. Regent 4-2503
Niantic, Conn., Pershing 9-5418

Windsor, Conn., Murdock 8-3623
Coventry, R.I., Coventry 1-3311

Millerton, N.Y. Millerton 1
Mt. Kisco, N.Y., Mt. Kisco 6-5174

How to Expand Market Coverage?

FOR
OPTIMUM DESIGN
OF
SALES TERRITORIES



write—

BURTON E. JOLLEY

Industrial Sales Consultant

92 Maplewood Ave.,
West Hartford

Preliminary consultation free

Perkin-Elmer's Answer Men of Science

(Continued from page 8)

technique that holds considerable promise.

The products of the Instrument Division are sold and serviced by the company's own trained technical salesmen, operating from Norwalk and regional offices across the country. In Europe, Perkin-Elmer A.G., a sales and service subsidiary in Zurich, Switzerland, handles much of the foreign work. Distributors and representatives handle the Division's products in most countries of the free world.

In 1954, the company introduced a new electronic device—the VERNISTAT® a.c. potentiometer. This device combines the best features of a precision potentiometer and an autotransformer. It is expected to have applications in servo systems, control systems and analog computers. Many of its current uses are in classified military projects. The Vernistat Division, taking its name from its principal product, also develops and produces other unique electronic components. Eugene W. Dunstan has been Manager of the Division since its inception.

Most Dramatic Activities

To many persons, the work of the Engineering and Optical Division is perhaps the most dramatic of Perkin-Elmer's activities. For example, practically all of the modern bombsights in use by the Air Force are either of Perkin-Elmer design or incorporate P-E optics, including those in the B-47 and B-52 jet bombers. The company is a leading designer and supplier of large aerial photographic lenses for high altitude reconnaissance. Giant telescope-like theodolites for automatically tracking and photographically recording the flight history of missiles are another P-E specialty. Two of these systems will soon be in use by the Air Force in Florida at its Patrick Missile Test Center. Several years ago, the company made the Transverse Panoramic Camera for the Air Force, a new type of aerial camera that takes a horizon-to-horizon picture of the ground below and replaces seven conventional aerial photographic lenses.

Further to the company's credit are the Baker Super-Schmidt Meteor Cameras. With an f/0.65 optical system, they are capable of photographing meteors the size of buckshot 70 miles high. The famous ADH telescope in South Africa for studying the Milky Way, the Vanderbilt University 3-in-1 telescope, and the Tonanzintla telescope in Mexico all have Perkin-Elmer

optics. When the Navy required special periscopes to monitor the nuclear reactors of their revolutionary atomic submarines, Perkin-Elmer designed and built them.

When the International Geophysical Year goes into full swing, Perkin-Elmer instruments especially built for use during IGY will be in operation around the globe. One of these is the Auroral Patrol Spectrograph (front cover photo), an instrument which will photograph the auroras and airglow. These highly complex instruments will take an horizon-to-horizon photograph, and through an ultrafast f/0.625 (four times faster than what amateur photographers consider "ultrafast") Schmidt camera will present the spectrum of auroras. With this information, scientists hope to learn more about the origin and make-up of this phenomenon.

Another IGY project is the optical system for the Satellite Tracking Cameras. These cameras will photograph the tiny spaceball so that precise determinations of its orbit can be made. What they will have to do, essentially, is photograph an object the size of a basketball travelling at 18,000 miles per hour 250 miles away! Making these optical systems will be one of the most difficult optical production jobs ever undertaken. Over the years, Perkin-Elmer has gained an enviable reputation as one of the best sources for such painstaking and precise work.

Many of us, in watching baseball and football games, are familiar with how the camera will "zoom" from a long-distance shot into a closeup without an abrupt change of focus. P-E manufactures a small zoom lens, called the AUTO-ZOOM* variable focus TV lens, which is expressly designed for use by 16mm and vidicon tube equipped television cameras. Some of its interesting applications include watching highway traffic and then zooming in for closeup inspection when a tieup occurs, monitoring hazardous areas, and scanning horse races to detect any fouls.

The activities of the Engineering and Optical Division are under the direction of Vice President Dr. Roderic M. Scott. Dr. Scott is well versed in many fields, ranging from astronomy and optics to aerodynamics and underwater sound.

International and Still Growing

Perkin-Elmer is international in operations as well as in the sale of its products. A German instrument firm was acquired by the company in 1954. Now known as Bodenseewerk Perkin-Elmer & Co., G.m.b.H., it produces

*T.M.

see



J. H.

SESSIONS
E SON

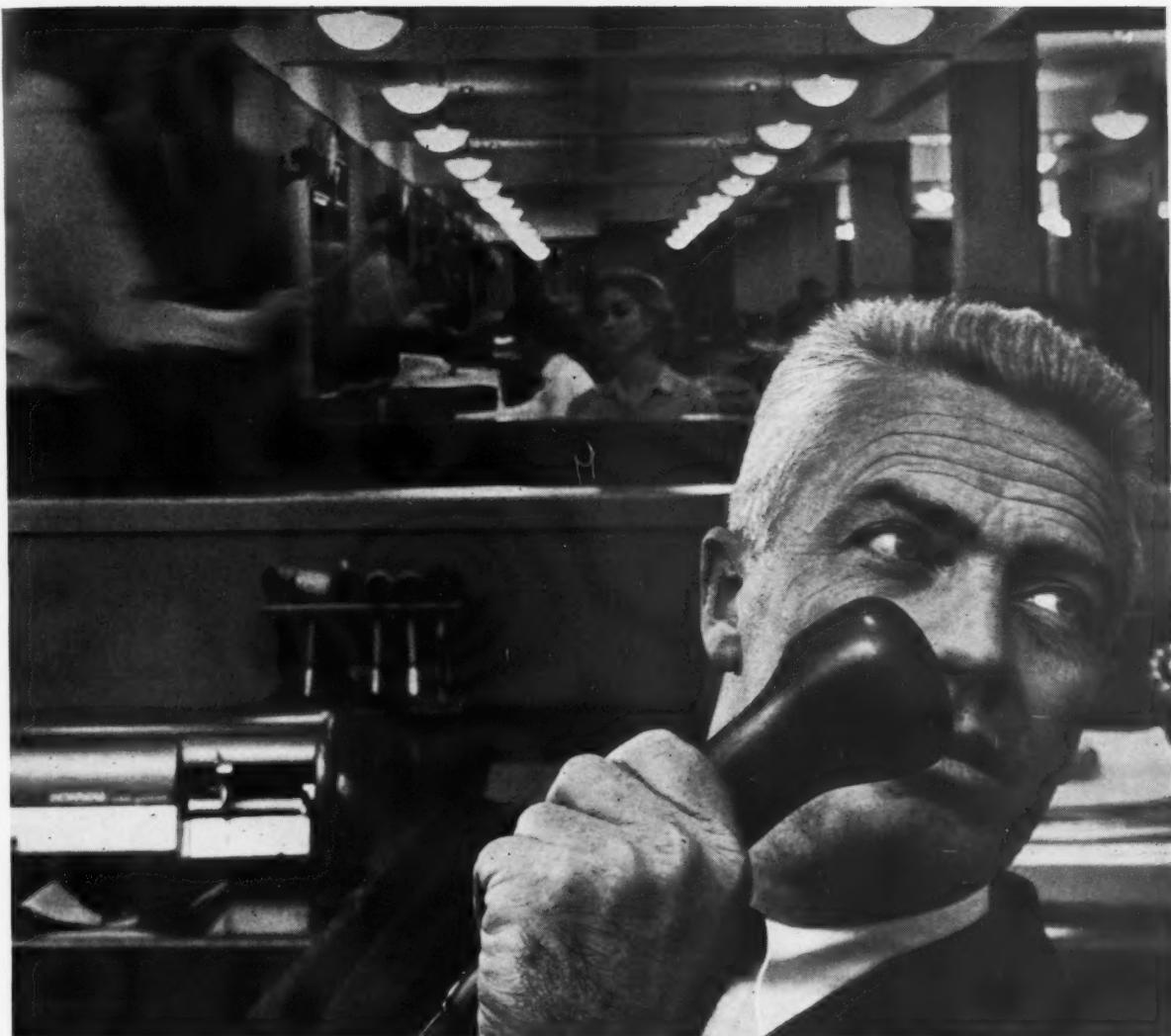
new
CATALOGS ON
STAMPINGS &
stamped
assemblies,
ARMED FORCES,
BOX & CRATE and
TRUNK HARDWARE.



Write

J. H. SESSIONS & SON
297 Riverside Ave.
Bristol, Conn.





Busy days go easier with the Dictaphone Time-Master

The dictating machine with the Dictabelt record

You get a lot more done the Dictaphone way. You communicate easier, faster and better. When work comes up, just lift the mike of the Dictaphone TIME-MASTER dictating machine and think out loud.

Instantly, it's on Dictaphone's crystal-clear DICTABELT record . . . visibly, so you can't lose your place . . . permanently, so dictation can't be erased. DICTABELTS are flexible, feather-light, mailable, most economical.

Call your Dictaphone office for a free TIME-MASTER trial. Or write Dictaphone, Dept. C.I., 420 Lexington Ave., N.Y. 17, N.Y.



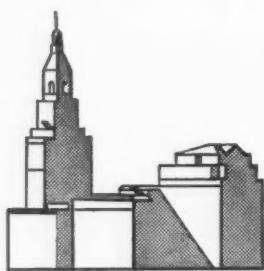
The Dictabelt record—main reason why the Dictaphone Time-Master far outsells all other dictating machines.

DICTAPHONE CORPORATION
Service you can depend on the world around

In Canada, write Dictaphone Corporation, Ltd., 204 Eglinton Ave. East, Toronto . . . in England, Dictaphone Company Ltd., 17-19 Stratford Place, London W.1. Dictaphone, Time-Master and Dictabelt are registered trade-marks of Dictaphone Corporation.

YOU WILL BE WELL SERVED BY

THE TRAVELERS



INSURANCE COMPANIES
HARTFORD 15, CONNECTICUT

*All forms of personal and business insurance
including Life • Accident • Group
Automobile • Casualty • Fire • Bonds*

certain P-E analytical instruments, along with its own established line of cine theodolites, military compasses, stereo cameras and aircraft testing instruments. A doubling of this West German plant is currently underway, and by early summer the plant will employ 350 people. The establishment of another manufacturing subsidiary in Europe is planned for the near future.

Perkin-Elmer's size has doubled in just about all of its aspects during the past five years. Some 700 people are employed in the Norwalk plants alone, compared to a company total of 350 people in 1952. Since the company is engaged in considerable research and development activities, a third of its employees are technically trained. About 25% of its people hold college degrees, the majority of them technical degrees.

Sales for fiscal 1956, despite severe losses sustained during the October 1955 floods, reached a new high of \$8.2 million for a 22% increase over the previous year. This is just about double sales of 1952. Plant space utilized by the company today is also twice that of five years ago.

Company Officers

Mr. Perkin is the company's President and Chairman of the Board. John M. S. Hutchinson, who joined P-E in 1955 after 17 years of production experience with the Chrysler Corporation, is Vice President and Assistant to the President. Dr. Lee L. Davenport, who helped pioneer the development of radar during World War II and supervised the installation of Harvard's cyclotron, is a Vice President, as are Dr. Williams and Dr. Scott. Other key personnel include Samuel S. Cross, Jr., General Counsel and Secretary and Acting Treasurer; John F. Hughes, Comptroller and Assistant Secretary; and Theodore F. Talmage, Director of Staff Services.

Science Carnival

(Continued from page 9)

people that this Carnival of Science was designed to give young people and teachers a good time while showing them as many applications of science as possible and giving them the opportunity to see what the world of tomorrow held in store for them.

In arranging the program school officials traveled more than 4,000 miles visiting and giving talks in schools and discussing exhibits with the industrial-

ists. In addition they wrote literally thousands of letters. The result was that an enthusiastic crowd, estimated at more than 4,000, visited the school from Friday afternoon January 18th at 2:00 p.m. until 10:00 p.m. Saturday January 19 when the exhibition closed.

At one time nearly a dozen school busses lined the street in front of the school. The license plates indicated not only attendance from various parts of Connecticut but also from Massachusetts and even as far away as New York State.

While an actual attendance was impossible to figure, it is estimated that of the people attending, more than 2,500 were secondary school students representing 96 different schools, 500 were teachers and the remainder were the general public, including members of the Manufacturers Association of Connecticut and technicians specifically interested in the field of electronics.

Impressed by the beneficial new understandings derived from this first Carnival of Science, educators, participating industrial exhibitors and officials of the Ward School of Electronics unanimously agreed that there should be a repeat performance in 1958, and possibly annually thereafter. Already Ward School officials have started to lay preliminary plans for next year's event. It is their hope that other communities having post-secondary technical schools will launch a similar program as a further stimulant to increasing the number of students in these schools, and finally the number of trained technicians now so desperately needed by our industries.

Companies who exhibited this year, most of whom are expected to participate in 1958, were: Arrow-Hart & Hegeman Electric Co., Gray Manufacturing Company, Minneapolis-Honeywell Regulator Company, Crystal Research Laboratories and Royal McBee Company, Hartford; Eaton Electronics, Moodus; M.B. Manufacturing Company, New Haven; Schlumberger Well Surveying Company, Ridgefield; Sorenson & Company, Stamford; Sperry Products, Danbury; Sperry Rand, Semi-Conductor Division, South Norwalk; Hamilton Standard Division, United Aircraft Corporation, Windsor Locks; Pratt & Whitney Division, United Aircraft Corporation, East Hartford; Superior Electric, Bristol; Pratt & Whitney Company, Inc., West Hartford; Foxboro Instrument Company, Foxboro, Massachusetts; General Electric Company, Schenectady, New York; International Business Machines Corp., Poughkeepsie, New York; and Kingston Electronics, Cambridge, Massachusetts.

Mr. Auburn says:



BY

AUBURN

For a quick and definitive solution to design and production problems, call on Auburn's 85 years of specialized experience in engineering materials to specific sealing and packing applications. Send us your prints and specifications — you'll get our recommendations and quotations promptly!

Our extremely wide range of materials includes:

Leather • Asbestos • Teflon • Silicone
Rubber • Neoprene Rubber • Cork •
Fiber • Compositions • Phenolics • Cloth
• Paper • Cardboard • Plastics • Brass
• Steel • Copper • Aluminum • Kel-F
• Fibreglas • Other Special Materials.



THE

AUBURN MANUFACTURING COMPANY

306K Stack Street, Middletown, Conn.

Representatives: Atlanta, Ga. • Detroit Mich. • St. Louis, Mo. • Los Angeles, Cal. • Minneapolis, Minn. • Washington, D.C. • New York, N.Y. • Cincinnati, O. • Rochester, N.Y. • Pittsburgh, Pa. • Fort Worth Tex.



one machine or a whole factory

If you are moving to larger, more modern quarters, or merely relocating machines to achieve a more efficient plant layout, you'll find that it pays to call on Roger Sherman.

For nearly a century Roger Sherman has specialized in heavy moving operations. With highly trained crews and special equipment Roger Sherman can assure you of three things — the move will be made rapidly, economically, and in accordance with your planned routines.

Staff engineers will be glad to help you plan any moving operation and will be glad to explain the many other services that Roger Sherman offers to industry.

The ROGER SHERMAN Transfer Company
469 CONNECTICUT BOULEVARD, EAST HARTFORD, CONNECTICUT
Branches in Somerville (Mass.), New Haven, Springfield and Albany

How Would You Decide?

By Fredrick H. Waterhouse

Counsel

How long must a company keep an employee's job open while he is sick, and tells the company he will be back at a certain time but doesn't report or communicate with his employer for several weeks thereafter.

Here's What Happened.

The employee told his employer he was to have an operation during the vacation shutdown and would not be back when work resumed. A couple of weeks later his wife called the employer and said the husband would be out another week or so. Toward the end of the month she called again and asked the employer to pay the Blue Cross premium and said her husband would be back on the first of the following month. The employer paid the Blue Cross premium as requested. Not hearing anything directly from the employee or his wife for several weeks after the date his wife said he would return, and hearing a rumor that the individual was working at another place, the employer hired a replacement. The new employee was to start work two weeks later. About a week after the replacement was hired, but before he actually started work, the former employee appeared, settled up the Blue Cross payment and said he would return to work in about two and a half weeks if his doctor thought him "OK" at that time. He was told a replacement had been hired and that his job was no longer open.

Was the employer justified under these circumstances in refusing to keep the job open or was this to be considered an unjust discharge.

The arbitration board thought the whole problem could have been avoided by a short telephone call by either the employee or the company. Both parties were negligent of their duty. However, since the company was relying on the right to discharge an employee for failure to report to work, the board said such failure must be for an unjustifiable reason. Since the absence was for good cause and the company had knowledge of the reason for the absence, the board thought the company had a clear responsibility to make certain the employee was not coming back before hiring a permanent replacement. The company not having made the necessary effort, it was not

justified in separating the employee from the payroll. To make the employee share some of the burden for the failure to notify the employer, the board awarded back pay starting two weeks after the employee was able to report for work.

When company practice is to rate machines and not the size of the machine or the complexity of its operations in establishing wage rates, can it depart from that practice on acquiring a new machine of certain make but of less complexity?

Here's What Happened.

The company classified its jobs and assigned code numbers in which it catalogued certain makes of machines. The practice had developed of setting a wage rate determined by the type of machine such as "Boring Mill Operator" regardless of the size of the machine or the complexity of the operation. Briefly, the code was set and the job rate established according to the type or make of machine without regard to the skill, training, or experience involved. As newer machines had been developed by a machine manufacturer, the company had continued to maintain or establish rates by machine name even though the new machines were smaller and called for much less skill and training. However, when the company purchased a new machine of a certain make but of

greater complexity than those already in operation, and established a rate based on the same make and type of machine it had been operating, the union grieved because of the greater complexity and the company agreed to a higher rate because of the complexity of operation of the new machine. Now the opposite was happening, that is, a new machine of a certain make which ordinarily carried a higher rate had been purchased but because the new machine was much less complex and called for less training, a lower rate was set. The union now claimed the practice of setting rates by name of machine must prevail. The company pointed out it had departed from that practice at the insistence of the union when purchasing a certain make but more complex machine and claimed the variation should operate both ways.

Does past practice prevail, or has a new practice been established?

The arbitration board ruled that the departure of the company from its previous rule at the insistence of the union when it purchased a more complex machine confirmed the practice of setting rates by machine and not by complexity of operation rather than establishing a new practice. Therefore the company must set a high and unrealistic rate for the operation of the new machine, even though the skill and experience necessary to operate it were substantially less than for other machines of the same make.

Should minimum guaranteed piece work earnings be computed as of each hour worked or job completed, or should it be determined as of the end of each work week?

WALTERS BUSINESS FORMS, INC.

612 Capitol Avenue, Hartford 6, Connecticut

WHY WE LITHOGRAPH MANIFOLD FORMS

Lithography, which basically is the photographic reproduction of forms, has eliminated the old methods of type setting, metal rules and the need for expensive halftones and plates. The resulting lithographed stationery, produced on fast offset lithograph presses, surpasses in appearance and performance similar forms produced on slower letterpress equipment. In addition to these advantages lithography makes it possible to utilize design and art work to the full advantage of the customers without added cost.

Call CHapel 6-6881

Charles H. Walters, President



*Complete
dealer promotion
service ...*



NEWSPAPER AD-MATS
BAKED HOT MOLDED AD-MATS
PLASTIC PRINTING PLATES
STEREOTYPES
NATIONWIDE MAILING FACILITIES

RUBBER
PLATES
FOR
PRINTING

- PAPER BAGS
- ENVELOPES
- POLYETHYLENE
- CONTAINERS
- CARTONS

CSW
PLASTIC TYPES, INC.

108 SILAS DEANE HWY., ROCKY HILL, CONN.

JACKSON 9-2581

"The Lustre that Lingers"



The lustrous
non-scruff FLOOR WAX
that outlasts them all

DOLCOWAX spreads swiftly on large floor areas where in addition to appearance, safety and durability are major considerations. Premium quality DOLCOWAX is a money saver because it gives non-scruff protection longer. DOLCOWAX second-coats beautifully without crawling. Easy to apply on linoleum, cork, asphalt tile, mastic, rubber, vinyl or sealed wood flooring.

For free sanitary
survey of your
premises consult your
Dolge service man.



Here's What Happened.

An employee worked part of the week on one job, failing to meet the minimum while on that job, and then worked the rest of the week on another job where he exceeded the guaranteed minimum. The company contended that under such circumstances the amount by which he exceeded the minimum on the second job must first be applied to his lack of earnings in the first job. Then, if he still failed to average the minimum guarantee for both jobs the company would be compelled to add enough to meet the guaranteed minimums. This method had always been used by the company. The union had tried various times to have the agreement modified to eliminate this practice but had never succeeded. The company also pointed out that if this practice were not followed when an employee worked on a difficult, undesirable job, there would be no incentive for him to do his best as he would get his guaranteed minimum anyway. The union contended past practice was immaterial as it had never accepted the company's interpretation of the contract, and failure of one party to challenge the unilateral interpretation of the other party does not constitute an acceptance of that interpretation.

Do such guarantees apply to the job or to the weekly average?

This particular contract is ambiguous on the question involved according to the arbitrator. Consequently, the fact that for ten years the minimum had been computed on a weekly basis and the union had been unsuccessful in getting it changed during contract negotiations constrained the arbitrator to rule that computation on a weekly basis in accordance with long established practice was correct.

Mechanized Handling

(Continued from page 13)

and a broad range of hand chain and electric hoists.

Yale & Towne was founded in Stamford, Connecticut in 1868 to manufacture the Yale pin tumbler cylinder lock. What is not so commonly known is that in 1875, only seven years after its founding, the Company expanded into the materials handling equipment field, when it began to manufacture at its Stamford plant the first Yale differential hoists designed by Thomas Weston. The growth of Yale & Towne's materials handling business from its early Connecticut beginning has been progressive, expansive, and international. Today, this phase of the Company's business represents more

than 65 per cent of its total sales volume.

Growth

Yale & Towne manufactures materials handling equipment at its Yale Materials Handling Division, Philadelphia; its Automatic Transportation Company Division, Chicago; its British Materials Handling Division, Wednesfield, England; its German Division, Velbert, Germany; and at its Canadian Division, St. Catharines, Ontario. It has also licensed manufacturers in France, Belgium, Italy, Spain, Australia, and Japan. Currently, the Company is constructing two new plants for materials handling equipment manufacture: one in San Leandro, California; the other in Forrest City, Arkansas.

Expansion Forces

The continued expansion of the materials handling equipment business, especially for the kinds of equipment made by Yale & Towne, results from several major forces within our economy.

First, industry, in both production and distribution, is caught in a cost squeeze. The areas of cost reduction in any operation are limited. The one area where major cost reduction is possible is in the area of materials handling. When materials handling methods used are manual and old-fashioned, they add very substantially to production costs. Mechanized handling methods can often reduce such costs by as much as 75 per cent.

In distribution, the employment of mechanized handling devices hastens the turn-about time of freight cars, ships, and overland trucks, makes possible fullest use of cubic space in warehouses, and, among other things, speeds up all phases of packaging and shipping.

Second, industry in both production and distribution is involved in the dynamics of major new technological advances. The direction is toward automated and semi-automated processes. The rising standard of living and sustained prosperity exert pressures of great magnitude for greater output of goods and greater availability of services. The hitch is that prices and therefore costs must be kept in line. Hence, the increasing adoption of mechanized processes.

Operations which do not mechanize become overnight obsolete and non-competitive. In the continuous flow, mechanized processes of advanced operations, total mechanization is necessary, for the speed of operation must not be allowed to be interrupted by intermittent manual intrusions.

Thus we find at both ends of



This 1910 farmer was in a rut. Most people then lived on farms and in small towns, in comparative isolation because of transportation difficulties. Farmers worked from dawn till dusk, yet because of limited markets didn't produce much more food than they could consume themselves. They couldn't afford to buy many "store goods." In the cities, factory workers put in a ten-hour day six days a week. The automobile was an expensive luxury.

Good Roads are Good Business

The Model-T and concrete roads of the 20's sparked a period of unprecedented economic growth. The farmer could move his crops to market in any weather, and a wider market developed. He produced more, and in turn bought more manufactured goods. Thus good roads stimulated mass production and greater efficiency in agriculture and industry. They helped produce the standard of living we enjoy today . . . a way of life undreamed of fifty years ago.



Now the nation is embarked on a 13-year highway building program that will expand still further our well-being and economy. Playing a vital role in this progress . . . as in the past . . . will be concrete pavement: truly an investment in a better America.

PORLAND CEMENT ASSOCIATION 20 Providence St., Boston 16, Massachusetts
A national organization to improve and extend the uses of portland cement and concrete . . . through scientific research and engineering field work



For the Springs in their Lives



We put Life in your Springs



5707
© ASSOCIATED SPRING CORPORATION



Wallace Barnes
Div. Bristol, Connecticut

and Syracuse 9 (Solvay) New York



a continuous flow operation fork lift trucks moving raw materials into the process and fork lift trucks carrying finished, packaged products away from the process. Integrated in the process are batteries of Yale electric hoists operating at each production phase from overhead rails. When the process is semi-automated, fork lift trucks are not only part of the beginning and end processes, but integral in the production cycle as well. Companies which cling to non-integrated operations and which do not follow the precept that all goods in production and distribution are materials in flow, therefore materials that are being handled, are holding on to old-fashioned methods and are restricting their chances of growth if not survival.

A third force within our economy that is increasing the demand for mechanized handling equipment is the new, social consciousness of working men and women. Manual handling of materials is now considered to be a "beasts of burden" occupation. It detracts from the dignity of the human being and limits his opportunity for self-realization and advancement. American workers do not like this beast of burden role. Mechanized handling equipment rescues them from it and puts them into a more satisfying relationship with the entire production process. In addition, the

corollary benefit of this transformation is that hitherto marginal, manual workers are liberated for better-paying and more productive tasks, which is a vital factor in a tight labor market.

A fourth force stimulating the greater acceptance of modern materials handling equipment is both social and economic. Industrial accidents and industrial fatigue are widespread and result in untold costs in money, health, and even in human life. The principal cause of industrial accidents are the archaic or incorrect methods of handling, mostly manual, materials. Industrial accidents cost industry \$2,000,000,000 a year in direct charges. The indirect costs resulting from dislocations of operations, orientation of substitute personnel, etc. are incalculable. Incalculable also are the costs of industrial fatigue. Tests have shown conclusively, however, that both industrial accidents and industrial fatigue are substantially reduced when mechanized materials handling supplants manual handling.

Progress Keyed To Faster Movement

Basically, the American economy is keyed to increasingly accelerated movement. To participate in what is happening, to be part of what will happen, and to benefit from them, every enterprise must also key its operation to faster movement. The machinery for

doing so is available: modern materials handling equipment.

Because of such equipment—in this case a ram truck—and incredible as it seems, two rolls of coiled steel, each weighing 35,000 pounds, can be lifted, moved, and stacked in a modern steel mill in a matter of minutes. A die-handling lift truck, operating in the automotive industry, can lift, carry away, and store a die weighing 60 tons and return to the machine with a new die weighing 60 tons and accurately position it for production use. These operations, without such equipment, could not be done manually.

In any modern port, one can see Yale fork lift trucks either carrying stacked cargo away from or to ships, cutting down the time-in-port for ships, and increasing their ability for additional round trips during the year.

Because of the increasing importance of materials handling equipment such as fork lift trucks in every conceivable kind of handling operation, Yale & Towne engineers have added to the versatility of the standard fork lift truck by developing about 100 special attachments, each for a special handling purpose.

The potentialities of modern materials handling equipment are limited only by the human imagination. At Yale & Towne, we believe no materials handling problem is beyond solution. If the problem can be stated, we can devise the equipment to solve it.

You can save up to 50% using McGUIRE WIPING TOWEL SERVICE instead of rags



Make your own comparison

RAGS

Rags, normally sold in bales by the pound (which include the burlap wrapping and metal binding), contain, in the lowest price rags, often less than 30% useable material.

Furthermore, since Wiping Towels are originally new material, they do not contain foreign matter often found in rags. Wiping Towels are all-purpose wipers soft enough to be used on the most sensitive printing plates and absorbent enough to be used where cutting oil is used.

Write or Phone today for FREE SAMPLE TOWEL
and our booklet which tells in detail how McGuire Wiping Towel Service can do a better job and at the same time save you money.

WIPING TOWEL SERVICE

Clean, sterilized Wiping Towels of a uniform size, are pre-packaged and rented to the industrial plant by the unit and the user pays only for what he uses.



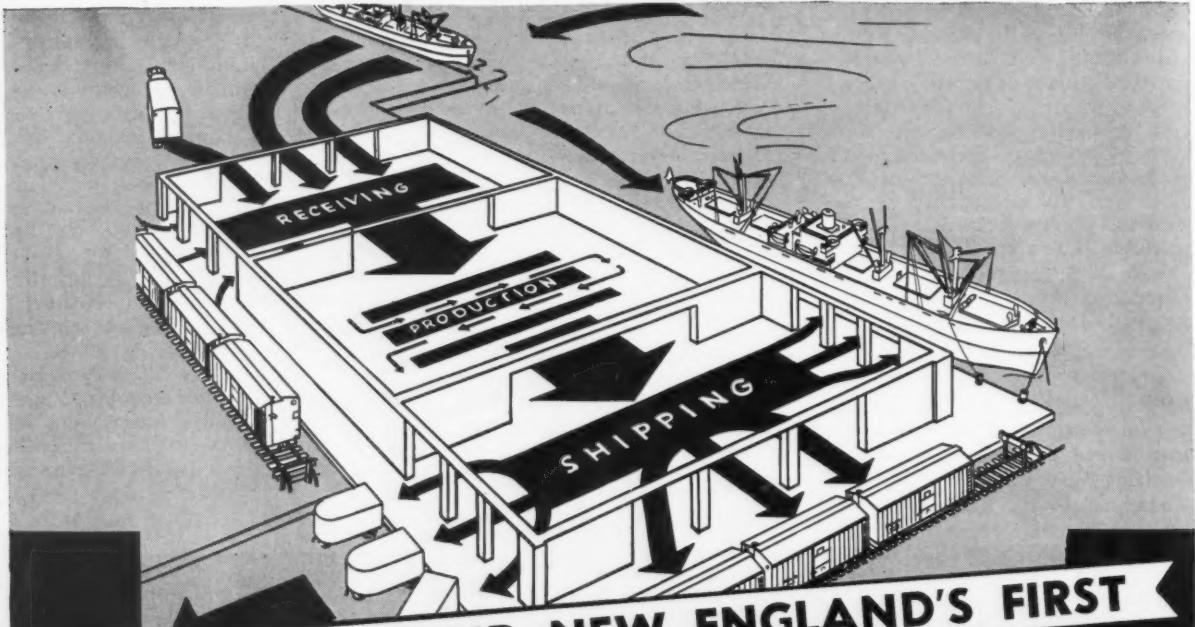
McGUIRE BROS., INC.
Servicing the Industrial East

Plants or branches also in the following areas: New York, Worcester, Mass., York, Pa., Philadelphia, Pa., Woodbridge, N. J.

BRIDGEPORT, CONN.
10 Beardley Avenue
Edison 7-2191

HARTFORD, CONN.
844 West Boulevard
Adams 2-6978

HOW'S YOUR
Material Handling ?
EFFICIENCY



PLAN TO ATTEND NEW ENGLAND'S FIRST

EXPO-CLINIC
COMMONWEALTH ARMORY

Boston, MARCH 19 - 20 - 21

Sponsored by NEW ENGLAND CHAPTER
AMERICAN MATERIAL HANDLING SOCIETY

For further information about clinic sessions, exhibitions or display space
please contact Robert Jacobs, 100 Ashford St., Boston 34, Mass. Phone UNiversity 4-5644

Public Relations

By A. Carl Messinger
Public Relations Director

♦ ARE we in industry guilty of thinking too little of timeliness?

A fascinating remark appeared recently in Hy Gardner's "Coast to Coast" column: "The publicity-wearied Prince and Princess of Monaco timed the birth of their daughter perfectly—the news event getting second play to the Mad Bomber."

The world changes fast. Even now these events are dated. Generally in Connecticut we find people thinking about education, the practical disappearance of family maids, factories that look like school buildings, motion picture theaters making their profits from popcorn, 1956 the best year for book sales, records topping book sales, front page headlines on problems too long ignored.

What president of the United States ever before brought into his Annual Economic Report the relationship of wages and productivity?

Since when would an unemployed steel worker from Follansbee, West Virginia, say in the Wall Street Journal, "This is worse than the depression—at least a dollar would buy something then."

There are indications that people are beginning to interest themselves in once-upon-a-time mundane subjects, such as taxes, profits, compulsory unionism, inflation, etc. Partly this is self-interest: taxes and inflation hit everyone; partly it's due to a higher level of education; partly to the search-light publicity of our newspapers, TV, and radio.

Let us hasten to add this is a slow process, but we think it is building.

How does it affect industry?

Obviously, if the public mind is giving thought to wages, inflation, productivity, taxes, education, etc., the time is good for industry to present its own views on these subjects.

While every man working on public relations needs to tailor his releases to his own company, newspapers are always receptive to timely stories, whether it be Hungarian refugees, girls in bathing suits, or taxes. The point is: there is a *time* for each of them.

This might be also the occasion to again mention features. Connecticut papers, especially Sunday editions, are open to feature ideas at any time and the cooperation is excellent.

As long as industry is people, fea-

ture material is available. Stories about employees engaging in interesting activities or off-beat hobbies are a welcome contrast to some of the grim events of the day.

New Generation Questions Profit Motive

You may be interested in a recent item from The National Review: "A national organization which surveyed high school seniors in 86 communities on behalf of future employers found that 61% of the students held the profit motive unnecessary for the survival of the American system; 60% said the worker should not produce all he could; 55% favored the Marxist tenet, 'From each according to his ability, to each according to his need.'"

The magazine's same issue included a release from Washington saying that the present Congress would see an all-out effort to lower the voting age

to 18. The most potent argument cited was that "most teenagers today know as much about public affairs as their fathers and mothers."

Taken together these two items indicate a critical area for Connecticut manufacturers: introduction of high school students to industry, its men and women, what makes it tick, the \$12,000 average investment necessary to create a job in manufacturing, the rate of profit, where profits go, job opportunities, taxes, etc.

One of life's rewarding experiences is working with youngsters. For industry to inform youth is a must if our present free enterprise system is to continue through future generations.

Get The Most From Your Exhibits

Why not get extra value from your exhibits after they're displayed before conventions, sales conferences, etc.? Your employees may possibly learn more about your company by viewing these exhibits before they are scrapped. We are indebted to the Ohio Manufacturers Association for this suggestion.

**Is he peddling
YOUR
plant equipment?**



Now, for the first time, you can eliminate costly boiler shutdowns, the use of expensive boiler compounds, loss of heating efficiency, increased fuel costs due to scale build up, and you will lengthen life of your equipment, with a

PACKARD WATER CONDITIONER

The Packard Water Conditioner will prevent rust and eliminate scale and corrosion from your boilers, air conditioning and refrigerating and washing equipment.

THE PACKARD WATER CONDITIONER REQUIRES NO SERVICE, NO MAINTENANCE, AND USES NO CHEMICALS

Write today for exciting facts on this Revolutionary New Product

DEALERS WANTED

Packard
NEW ENGLAND DISTRIBUTORS, INC.
403 Asylum St., Bridgeport, Conn.



HISTORIC HARTFORD

... a scene that



remembers



Cradle of Learning . . . This was Trinity College before the campus was sold to the City of Hartford in 1872 as the site of the State Capitol Building. Located "about a mile from the city . . . near a thick forest," Connecticut's second college was known as "Washington College" until 1845, when its name was changed to Trinity.

With the passing years, Trinity and other fine schools of learning have established Hartford as a leading educational community as well as an important commercial and industrial center. Still further educational progress appears imminent, with endorsements for a University of Hartford.

Industry, too, contributes to Hartford's educational development. The Pratt & Whitney Company makes four-year scholarships available each year to sons and daughters of employees. In their leisure time, many of the company's employees study or teach at Hartford schools and colleges. And Pratt & Whitney's training schools help young men build bright business futures in a growing, progressive company which produces vital machine tools, cutting tools, gages and aircraft accessories.

PRATT & WHITNEY COMPANY, INC. • WEST HARTFORD

Accounting Hints

Contributed by

The Hartford Chapter National Association of Cost Accountants

Variations in Unit Cost Data

By Lawrence P. Webster

University of Connecticut

♦ THE costs to operate a manufacturing business may be grouped under two headings, (1) inventory or production costs, and, (2) post-inventory costs or commercial expenses. Commercial expenses are those expenses of a non-manufacturing nature and are composed of marketing expenses (the costs to distribute products) and general administrative expenses (the costs of planning and controlling the general policies and operations of a business enterprise). Generally, costs that can not be classified as marketing or production costs are considered as administrative costs.

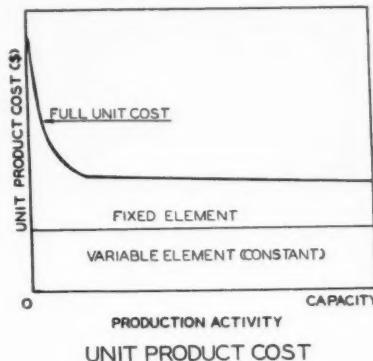
The costs that are incurred to make a product ready for the market are termed inventory costs. Inventories are those items held in suspense when an accounting period ends that are to be distributed in a subsequent accounting period. In a few specialized industries, such as the generation of electric power, the product may not be stored economically. In such instances the inventory will consist primarily of raw materials, since the finished product is sold as fast as it is produced.

Whether the product is sold immediately or held in inventory, the measure of unit cost will aid management in the performance of its duties of operating the enterprise profitably and keeping it solvent. According to J. M. Clark, management will need cost data to obtain the following information: (1) to help determine a normal or satisfactory price for goods sold; (2) to help set a minimum limit on price cuttings; (3) to determine which goods are most profitable and which are unprofitable; (4) to control inventory; (5) to set a value on inventory; (6) to test the efficiency of different processes; (7) to test the efficiency of different departments; (8) to detect losses, wastes, and pilfering; (9) to separate the "cost of idleness" from the cost of producing goods.

Unit costs are a measure of the relative efficiency with which labor and capital are combined. The unit cost of a product is difficult to measure

accurately. The costs to make a product may be resolved into two components, variable costs and fixed or period costs. There is nothing in a cost itself that makes it variable or fixed; it is the period of time in relation to the use factors that gives rise to the distinction.

Total variable costs are proportional to the volume of production and increase with increases in production and decrease with decreases in production. Direct labor and direct material are illustrations of variable costs. Variable costs are constant for each unit of production in the relevant production ranges.



Total fixed or period costs are proportional to the passage of time and generally are independent of production. When assigned to products, fixed costs for each unit of product are inversely proportional to production activity. As production increases the unit cost of a product decreases and as production decreases the unit cost of the product increases. This can be seen readily by referring to the accompanying chart. If the fixed costs amount to \$24 a day and only one unit of product was produced the fixed costs assigned to the single unit of production would be \$24. Should two units be produced each unit would then have \$12 assigned to it. Three units of product produced would reduce the assignment to \$8 for each unit of product and four units of product would reduce the assignment to each unit to \$6. As

MORRISSEY & CHENEY

Insurance

GERARD MORRISSEY

BENJAMIN CHENEY

E. LEONARD CLARK

INSURANCE CONTROL

FOR

INDUSTRIAL AND COMMERCIAL
ACCOUNTS

9 LEWIS STREET, HARTFORD, CONN.

Complete Creative Services

INDUSTRIAL and CONSUMER ADVERTISING

MARKETING

PUBLIC RELATIONS

Julian Gross and Associates, Inc.

Advertising

TRADE PUBLICITY

SALES PROMOTION

DIRECT MAIL CAMPAIGNS

SALES MANUALS

CATALOGS

PRODUCT LITERATURE

770 ASYLUM AVE.
HARTFORD 5, CONN.
TEL. CH 9-8491

THE DANBURY SQUARE BOX CO.

MANUFACTURERS OF CORRUGATED SHIPPING CONTAINERS AND PAPER BOXES

Serving
Western Connecticut
for 50 years

Write or 'Phone for Quotations
Elmwood Place • Danbury, Conn.
Tel. Pioneer 8:9315



HUMPHREY is your best source for quick delivery. Humphrey stocks sheets, rods, tubes and gear blanks. Call us when you need:

NYLON	POLYETHYLENE	POLYSTYRENE	BOLTARON
TEFLON	VINYLITE	ACETATE	NEOPRENE
PLEXIGLAS		RULON	FIBRE
			FIBREGLAS



A complete line of **FORMICA** LAMINATED materials at Mill Prices.

HUMPHREY can handle your fabricating problems. Specialized manufacturing techniques allow us to produce long, or short runs with uniformity and quality, at prices you'll like.

Specialists in Plastic Fabricating for the Aircraft Industry.

HUMPHREY FABRICATING CORP.

Unionville, Connecticut

Telephone: OR 3-2571

JOHN J. PLOCAR Company*

MANAGEMENT CONSULTANTS

**SPECIALIZING IN MANAGEMENT PROBLEMS
OF SMALL AND MEDIUM SIZED COMPANIES**

- Organization
- Job Evaluation
- Factory Layout
- Foremen's Bonus
- Personnel Administration
- Methods and Incentives
- Production Control
- Cost and Budgets
- Office Procedures

UPON REQUEST WE WILL GLADLY SEND, WITHOUT OBLIGATION,
A COPY OF OUR FREE BOOKLET, "AN IMPLEMENT
TO SOUND MANAGEMENT."

*

STAMFORD, CONNECTICUT

the number of units of production increased the unit costs assigned to them would decrease.

The term "variable" cost and "fixed or period" costs refer to total costs and when assigned to unit costs they assume the opposite meaning. The fixed costs become variable on a unit product basis and variable costs become fixed on a unit basis. If one considers the unit cost of a product as consisting of an element of variable cost and an element of fixed cost, the size of the variable element will tend to remain the same independent of the number of units produced while the size of the fixed element will vary inversely with production.

Segmentation of costs depends on the reliability and the degree of accuracy used in segmenting their component parts into fixed, semi-variable and variable costs. Few costs remain fixed under all conditions of plant operation. In the short run, variable costs may be variable when production increases but when production decreases may show a tendency to become fixed. Management is often reluctant to lay off trained personnel, sometimes acquired with great difficulty, when business falls off because of an anticipation of an upturn in business in the near future. Gradual increases in productive capacity are variable when added but once added and sunk, become fixed costs.

For pricing and costing purposes, management must consider the expected volume of business during the period that prices and cost estimates will apply. Some managements believe that unit costs should not fluctuate with volume and that unit costs should be planned costs at an expected normal level of operation. When production deviates from the normal, the fixed costs under or over assigned to products are considered inefficiencies or efficiencies of management in the utilization of plant capacity and are measured accordingly. The unit costs, here referred to, are those obtained under a standard cost plan. There are many people who believe that the only true cost of a product is its standard cost. This is a planned cost from which all the costs of inefficiencies are eliminated. The standard unit cost of a product overcomes the paradox that when business falls off the unit cost rises, particularly at a time when the sales price of the product is falling.

Production and sales must be balanced. Expenditures must be adjusted to conform to changes in production activity. If production is for inventory, and production is at a greater rate than sales, unit costs will tend to be lower

(Continued on page 50)

SPECIAL SERVICE FROM MERCHANTS

**solves customer's
contamination problem**



SOLUTION: Merchants sends over its own stainless steel drums and polyethylene containers for filling by the ammonia producer, delivers

them to the manufacturer. Contamination problem is licked, thanks to Merchants' most important product—service.

Large chemical producers are primarily in the business of making chemicals. Merchants *sells* chemicals—sells them by offering service tailored to the individual customer. Your supply problem—whether it's special containers, special delivery, or

special technical help—can be solved best by a call to Merchants Chemical. Products include acids, alkalis, fungicides, surfactants, chlorinated solvents, emulsifiers, laundry compounds, soaps, dry ice and chemical specialties.



MERCHANTS CHEMICAL COMPANY, INC.

60 East 42nd Street, New York 17, N. Y.

SALES OFFICES AND WAREHOUSES: Chicago • Cincinnati • Denver • Louisville • Milwaukee • Minneapolis • New York • Omaha

STOCK POINTS: Albuquerque, N. M. • Erwin, Tenn. • S. Norwalk, Conn. • Columbus, Ohio

ENGINEERED TEMPERATURE AT WORK



Photo above was taken in operating room at Mount Sinai Hospital, 500 Blue Hills Avenue, Hartford.

Hartford's Mount Sinai Hospital serves the Greater Hartford community and people from all over Connecticut.

Horton was selected by Mount Sinai to air condition such critical areas as the operating room where exact atmosphere conditions are essential.



As in business and industry, air conditioning plays an important part in today's modern hospital.

Horton's experience in providing the right products and engineering know-how is your assurance of dependable performance.

ONE SOURCE!

ONE RESPONSIBILITY!

ONE LOW COST!



LET HORTON ENGINEER YOUR TEMPERATURE

Whether you are thinking of installing air conditioning for the first time or are planning to change or expand your present system, let Horton submit a complete analysis and recommendation.

Write or call us for an air conditioning survey.

Naturally, you are under no obligation.

THE HORTON COMPANY

254 PROSPECT AVE. • ADAMS 3-2609 • HARTFORD, CONN.

Business Tips

By Roland B. Smith, Associate Professor of Advertising
University of Connecticut

Public Relations: A Function of Decision-Makers

♦ IN many firms public relations is not directed from the top management level. However, that is where it properly belongs because it is a function of decision-making. Although all employees of a firm have an influence on the public relationships of their organization, the real core of the company's personality, the seed of its commercial identity, is in top management.

A concomitant of this practice in American industry is that of regarding public relations as being publicity—a process of talking. Actually, good public relationships come as much or more from listening.

Public Relations News summarizes these two ideas in its widely circulated definition: "Public Relations is the management function which evaluates public attitudes, identifies the policies and procedures of an individual or an organization with the public interest, and executes a program of action to learn public understanding and acceptance." (Italics are mine.) Here the emphasis is clearly seen to be on management and on its job of listening to what its publics think, and acting in accordance with the knowledge thus gained in its managerial activities.

Every firm has publics: employees, stockholders, creditors, competitors,

townspeople, suppliers, government, and the general public, in addition to its customers, toward which many firms devote the bulk of their attention. What each of these groups think,—or better stated, how each "feel," toward the firm is worthy of careful consideration every time a decision that may affect any of them is made. Attitudes toward a firm are formed regardless of whether the company cultivates them or not. Consequently every firm has public relationships whether or not they are sought.

This means, of course, that a firm's management must know *what* these groups, these publics, *do* think, and how they feel. And this requires a good deal more listening than talking. Indeed, it is what these publics think, it is their predispositions toward the firm that properly should find reflection in what the company does and in what it says.

How are these principles of management to be applied? First, and most important, is for top management to recognize the consequences of public attitudes toward a firm in terms of its well being. Unless this recognition exists nothing else will mean very much.

This recognition should be imple-

mented by having the public relations specialist sit at the counsel table of top management and his advice accepted as being significant in decision-making.

Second, every time a decision is to be made, the question should be asked: "How will this decision affect this or that public?" It is not prudent to guess the answer, nor to rely on hunch nor on the natural pride of management in the good intentions of the firm. The answers can be obtained either by informal inquiries, or through surveys of opinion.

Third, if the decision will have a favorable affect, the decision can be made without delay (although advance notice and interpretation of the benefits will enhance the favorable results). But, if it will have an adverse affect, several subsequent steps need to be taken.

These consist of determining whether the decision must be made that way. Are there no alternatives? Must the decision be made that way *now*? Can it be delayed pending a more favorable time? If the answers are negative, determine why the decision will have an adverse affect. Can the consequences be avoided by some companion decision? Can the consequences be minimized in some way? Can they be compensated for? If there is no way to avoid the consequences, the decision should be delayed pending preparation for it through interpretation and explanation. This is the third step.

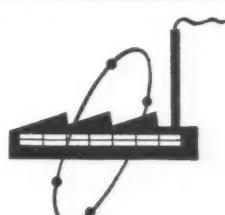
Fourth, explain to those affected the causes that make the decision inevitable. This step will help avoid much of the unfavorable, even hostile, reaction. Being prepared, understanding the "why" of management action, appreciating the necessity for the action,

TOMORROW'S NEW PRODUCTS
ARE THE RESULT OF THE COOPERATIVE ENDEAVOR OF INVENTIVE MINDS!

RESEARCH AND DEVELOPMENT IN YOUR PLANT
CAN BE ACCELERATED BY WORKING TOGETHER WITH STANDISH ASSOCIATES.

OUR STAFF INCLUDES CREATIVE

- ELECTRONIC ENGINEERS
- MECHANICAL ENGINEERS
- HYDRAULIC ENGINEERS
- DESIGNERS & DRAFTSMEN



We develop marketable products allied (or not) to your present line and facilities.

Be prepared for a step into the future when you visit the Standish offices . . . where ideas crowd one another!

Standish ASSOCIATES INC. •

340 POST ROAD • FAIRFIELD, CONN. • CLEArwater 9-8900

Better Plates for Better Printing

NEW HAVEN ELECTROTYPE DIVISION

ELECTROGRAPHIC CORPORATION

1175 STATE STREET
NEW HAVEN, CONN.

116 OLIVE STREET
NEW HAVEN, CONN.

- ✓ FLAT, COLD CURVED ELECTROS
- ✓ BISHOP TREATING
- ✓ CENTRIFUGAL CASTING
- ✓ CHROME PLATING
- ✓ HOT & COLD MOULD MATRICES
- ✓ STEREOTYPES
- ✓ REILLY PLASTICTYPES

- ✓ MAGNESIUM ENGRAVINGS
- ✓ STEP AND REPEAT PLATES
- ✓ COMBINATION, LINE & HALFTONE
- ✓ RUBBER PLATES, FLEXOGRAPHIC
- ✓ RUBBER PLATES, MOULDED
- ✓ RUBBER PLATES, HAND CUT
- ✓ PLASTIC BOX DIES

CALL MAIN 4-9837

FOR

THE ONLY SERVICE IN THE AREA, THAT GIVES
YOU PHOTO-ENGRAVINGS, ELECTRO MATS,
RUBBER PLATES AND PLASTIC PLATES.

"Printing Plate Specialists"

Sales Sick?

Perhaps all the doctoring they
need is some
sound — enthusiastic — imaginative
advertising and sales promotion counsel . . .

PRACTICAL IDEAS

- Portrayed With Originality
- Defined With Believable,
Reason-Why-To-Buy Copy

R.H. Young and Associates

998 Farmington Ave.,

ADVERTISING

West Hartford, Conn.



those affected will not be so inclined to fabricate their own explanations. On the other hand, lacking the real reasons behind the action, the publics find themselves in an "opinion vacuum". This does not last for long, because public opinion is quick to fill the vacuum with its own version. This is usually distorted, prejudiced, highly subjective, and maybe antagonistic.

To avoid this is the real public relations job in management. Decisions must be anticipated and the publics affected by them must be prepared for them. It is management's job to be constantly aware—through listening—of the opinions prevailing about the firm and, by its executive activities, establish so well the personality of the firm as friendly, cooperative, and considerate that the firm will live in a climate of favorable opinion.

Communication is a useful tool of public relations. But it cannot serve as a substitute for public relations-oriented management and decision-making—on the highest level.

Accounting Hints

(Continued from page 46)

because the fixed costs will be spread over the greater number of units produced. This in turn will tend to overstate the profits since some of the fixed costs will be capitalized in the inventory. If sales are greater than production, fixed costs from a prior period will be transferred to the current period with a consequent effect on profit measurement. This is further complicated when one is dealing with a seasonal industry.

In practice, more than the full unit cost of a product must be recovered from the sales to operate at a profit. There are times when it is necessary to hold an organization together, or to utilize idle plant capacity, to accept business at less than full cost. Any business accepted above the variable cost makes a contribution to the absorption of fixed costs with the result the business is better off than if the business is refused. Business losses may be the result of inadequate volume and represent unabsorbed fixed costs. Spoiling the market for future sales and retaliation by competitors is a disadvantage of price cutting.

Should products be sold for less than their variable costs then a situation is created in which the more that is sold the greater will be the loss. The price-cutting limit then is the variable cost of the product. The unit cost of a product is only one of the many variables involved in pricing and should not be treated lightly.

How much does it **COST YOU** to carry a **STEEL INVENTORY?**

Do you have accurate figures expressed as a percent of purchase price for the following Cost-of-Carrying factors?

1 Interest	_____ %
2 Taxes and Insurance	_____ %
3 Housing	_____ %
4 Handling and Records	_____ %
5 Spoilage	_____ %
6 Obsolescence	_____ %
7 Depreciation	_____ %

If your figures approach the national average of 16.5%
or you are carrying steel as long as 30 days, you can
realize significant reductions in Inventory and
Cost of Carrying under the unique . . .

DOLAN *Reserve and Release Plan*

HERE'S HOW IT WORKS:

- 1 Estimate Quarterly needs by Gauge and Temper only. Place Reserve Order on Dolan Steel for this tonnage.
- 2 Dolan Steel IMMEDIATELY RESERVES this material in wide coils.
- 3 Customer "Releases" proper widths for slitting from Reserve Stock.
- 4 Dolan Steel Inventory of 10,000 Tons coupled with a slitting capacity of 5,000 tons per month insure a 10 day lead time from Release to Delivery. Lowest mill prices at all times.

Modern, Progressive Purchasing Managers are adopting the Dolan Reserve and Release Plan to keep in-plant inventory at an absolute minimum, and insure a safe, controlled supply of quality Strip Steel. For complete information, write

DOLAN *Steel Company Inc.*

810 Union Avenue, Bridgeport 7, Connecticut

IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings purchased by Connecticut manufacturers. Interested buyers may secure further information by writing this department. Listing rates (12-time insertions only): \$6.00 for single listing. When several listings are ordered for insertion at the same time following multiple rates apply: \$10 for two and \$2.00 each beginning with the third.

(Advertisement)

Accounting Forms		Aluminum Castings		Bakelite Moldings	
Baker-Goodyear Co The	New Haven	Eastern Malleable Iron Company The	Naugatuck	Watertown Mfg Co The	Watertown
Accounting Machines	Bridgeport	Newton-New Haven Co 688 Third Avenue	West Haven	Ball	
Underwood Corporation	Bridgeport	Charles Parker Company The	Meriden	Abbott Ball Co The (steel bearing and burnishing)	Hartford
Adding Machines	Bridgeport			Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
Underwood Corporation	Bridgeport	Aluminum Extrusions	Bridgeport	Kilian Steel Ball Corp The	Hartford
Adhesives	Springdale	Bridgeport Brass Company	Bridgeport	Pioneer Steel Ball Company Inc (steel for bearings, burnishing, graining; also brass, bronze and stainless)	Unionville
Polymer Industries Inc	Raybestos Division Raybestos-Manhattan Inc	Scovill Manufacturing Company	West Cheshire Waterbury 91	Superior Steel Ball Co Inc (steel bearings and burnishing material)	New Britain
Lockwood Sons Inc Wm H	Bridgeport				
Advertising Mats	ADS Inc Div CSW Plastic Types Inc	Hartford			
Lockwood Sons Inc Wm H					
Advertising Plates	ADS Inc Div CSW Plastic Types Inc	Hartford			
Lockwood Sons Inc Wm H					
Advertising Specialties	H C Cook Co The 32 Beaver St	Ansonia	Aluminum Ingots	Banbury Mixers	
Halco Co			Lapides Metals Corp	Farrel-Birmingham Company Inc	Ansonia
Aerosol Products	Bridgeport Brass Company	Bridgeport	Aluminum Sand Castings	Barrels	
Bridgeport Brass Company			Bridgeport Deoxidized Bronze Corp	Abbott Ball Co The (burnishing and tumbling)	Hartford
Air Compressors	Spencer Turbine Co The	Hartford	Aluminum—Sheet and Rod	Hartford-Steel Ball Co The (tumbling)	Hartford
Spencer Turbine Co The			Scovill Manufacturing Company	Waterbury	
Air-Conditioning	Dunham Bush Inc	West Hartford	Aluminum—Sheets & Coils	Baskets—Wire	
Norwalk Airconditioning Corp	The (forced air heating units oil fired)	South Norwalk	United Smelting & Aluminum Co Inc	Rolock Inc	Fairfield
Air Ducts	Wiremold Co The (Retractable)	Hartford	New Haven	Charles Parker Co The	Meriden
Wiremold Co The (Retractable)					
Air Heaters—Direct Fired	Peabody Engineering Corporation	Stamford	Ammunition	Batteries	
The Torrington Manufacturing Co	The Torrington		Arms and Ammunition Div Olin Mathieson Chemical Corp	Electrical Div Olin Mathieson Chemical Corp (flashlight, radio, hearing aid and others)	New Haven
Aircraft	Sikorsky Aircraft Division United Aircraft Corporation (helicopters)	Bridgeport	Remington Arms Co Inc and Peters Cartridge Div		
Aircraft Accessories	Chandler Evans Div Pratt & Whitney Co Inc. (Piston and Jet Engine Accessories—Carburetors, Fuel Controls, Afterburner Regulators, Pumps, Servomechanisms and Protek Plugs)	West Hartford	Anodizing	Bearing Testers	
Fenn Mfg Co The (Hardened and Ground Gears assemblies)	Newington	Comeco Inc Div of Enthone Inc	New Haven	Sperry Products Inc	Danbury
Gabb Special Products Div E Horton & Son Company (filler caps—pressure fuel servicing systems)	Windsor Locks	Leed Co The H A	Hamden		
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Middletown	Light Metals Coloring Co Inc	Watertown		
Manning Maxwell & Moore Inc (aircraft pressure switches and jet engine afterburner control systems)	Danbury				
Russell Manufacturing Company The (CAA approved safety belts; webbing and hardware for safety belts; shock rings and shock cord; ring and cord hardware; webbing for all aircraft applications)	Middletown	Anodizing Equipment	Comeco Inc Div of Enthone Inc	Bearings	
Aircraft Engine Timing Tools	Gabb Special Products Div E Horton & Son Company	Windsor Locks		Barden Corporation The (ball)	Danbury
Aircraft Engines	Lycoming Division Avco Manufacturing Corp	Stratford	Asbestos	Fafnir Bearing Co (ball)	New Britain
Aircraft Fasteners	Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	Ascaron Bronze	Marlin-Rockwell Corporation	Plainville
Aircraft Instruments	Gorn Electric Company Inc	Stamford	Assemblies—Small	New Departure Div of General Motors (ball)	Bristol
Aircraft—Repair & Overhaul	Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford	Barnes Co The Wallace Div Associated Spring Corp	Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
Aircraft Sheet Metal Work	Aero Form Co	New Haven	Automobile Accessories	Belleville Assemblies	
Aircraft Studs & Bolts	Britton Mfg Co Inc	Hartford	Kilbourn-Sauer Company (lights and other accessories)	Bridgeport Thermostat Div	Robertshaw-Fulton Controls Co
Aircraft Test Equipment	United Manufacturing Co Division of The W L Maxson Corp	Hamden	Automotive Bodies	Belleville Thermostat Div	Robertshaw-Fulton Controls Co
Alumilite Aluminum Sheets	Leed Co The H A	Hamden	Automotive Parts	Bells	
Aluminum Bronze Castings	Knapp Foundry Company Inc	Guilford	Bridgeport Thermostat Div Robertshaw-Fulton Controls Co (automobile thermostats)	Bevin Brothers Mfg Co	East Hampton
			Eis Manufacturing Co (Hydraulic and Mechanical)	Gong Bell Co The	East Hampton
			Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber)	N N Hill Brass Co The	East Hampton
			Automotive & Service Station Equipment		
			Scovill Manufacturing Company (Canned Oil Dispensers)	Black Oxide Finishing	
			Waterbury 91	Black Oxide Treatment	
				Bennett Metal Treating Co The	
				1045 New Britain Ave	Elmwood
				Blades	
				Capewell Manufacturing Company Metal Saw Division (hacksaw and band saw)	Hartford
				Blocks	
				Howard Company (cupola fire clay)	New Haven
				Blower Fans	
				Colonial Blower Company	Plainville
				Spencer Turbine Co The	Hartford
					(Advt.)

IT'S MADE IN CONNECTICUT

Blower Systems		Brass & Bronze Ingot Metal		Cabinets
Colonial Blower Company	Plainville	Mitchell Smelting & Refining Co Inc	Botsford	Charles Parker Co The (medicine)
Ripley Co	Middletown	Plume & Atwood Mfg Co The	Thomaston	Meriden
Blower Wheels		Whipple and Choate Company The	Bridgeport	
Torrington Manufacturing Company The	Torrington			Cabinet Work
Blueprints and Photostats	Hartford			Hartford Builders Finish Co
Joseph Merritt & Co				
Boilers		Brass, Bronze, Aluminum Castings		Cable—Asbestos Insulated
Bigelow Co The	New Haven	Charles Parker Company The	Meriden	Rockbestos Products Corp
General Electric Company (Residential oil and gas fired steam and hot water)	Bridgeport	Victor's Brass Foundry Inc	Guilford	New Haven
Bolts and Nuts				Cable—Interlocked Armor
Blake & Johnson Co The (nuts machine screw bolts, stove)	Waterville	American Brass Company The	Waterbury	General Electric Company
Clark Brothers Bolt Co	Middlefield	Plume & Atwood Mfg Co The (to order)	Waterbury	
Boring Tools		Rostand Mfg Co The (Ecclesiastical Brass Wares)	Milford	Cable—Nonmetallic Sheathed
Atrax Company The (solid carbide)	Newington	Scovill Manufacturing Company (to order)	Waterbury 91	General Electric Company
Box Board		Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven	
Bird & Son Inc	New Britain			Cable—Service Entrance
Federal Paper Board Co Inc		Brass Mill Products		General Electric Company
Montville, New Haven & Versailles		American Brass Company The	Waterbury	
Lydall & Foulds Paper Co The	Manchester	Bridgeport Brass Co	Bridgeport	
Robertson Paper Box Co	Montville	Chase Brass & Copper Co	Waterbury	
Gair Company Inc Robert	Montville	Plume & Atwood Mfg Co The	Thomaston	
New Haven Board and Carton Co The	New Haven	Scovill Manufacturing Company	Waterbury 91	
Boxes		Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven	
Bird & Son Inc (corrugated, solid fibre, cleated containers)	New Britain			Cages
Connecticut Container Corporation	New Haven			Andrew B Hendryx Co The (bird and animal)
Gair Company Inc Robert (corrugated and solid fibre shipping containers)	Portland			New Haven
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham			Cams
Middletown Mfg Co (metal)	Middletown			American Cam Company Inc
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup)	Bridgeport			Hartford Special Machinery Co The
Boxes and Crates				Rowbottom Machine Company Inc
City Lumber Co of Bridgeport Inc The	Bridgeport			
Boxes—Folding		Breathing Equipment		Cams, 2 Dimensional
Leshine Carton Co	Bradford	Cycle-Flo Company The	Milford	Parker-Hartford Corporation
Boxes—Metal				Cams, 3 Dimensional
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)	Durham	Donnelly Brick Co The	New Britain	Parker-Hartford Corporation
Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity)	Waterbury	Bricks—Fire		
Boxes—Paper—Folding		Howard Company	New Haven	
Atlantic Carton Corp	Norwich	Mullite Refractories Co The	Shelton	
Bridgeport Paper Box Co	Bridgeport			Canvas Products
Carpenter-Hayes Paper Box Co Inc				F B Skiff Inc
Curtis & Sons Inc S	East Hampton			
Folding Cartons Incorporated (paper, folding)	Sandy Hook			Capacitors
Gair Company Inc Robert	Versailles			Electro Motive Mfg Co Inc The (mica & trimmer)
H J Mills Inc	Montville			Willimantic
National Folding Box Co Div Federal Paper Board Co Inc (paper folding)	Bristol			
New Haven and Versailles				Carbide Drawing Dies
New Haven Board and Carton Co The				State Products Co (eyelet special shape dies)
Robertson Paper Box Co	Montville			Oakville
Warner Bros Co The	Bridgeport			Carbide Shape Dies
Boxes—Paper—Setup		Broaching		Thomaston Tool & Die Co (any form)
Bridgeport Paper Box Co.	Bridgeport	Hartford Special Machinery Co The	Hartford	
Heminway Corporation The	Waterbury			Carbide Tools
H J Mills Inc	Bristol			Atrax Company The (solid)
Strous Adler Company The	New Haven	Bronze & Aluminum Castings		Precision Tool & Die Co
Warner Bros Co The	Bridgeport	Charles Parker Co	Meriden	Waterbury
Braid—Elastic & Non-elastic		Knapp Foundry Company Inc (rough or machined)	Guilford	
Essex Mills Inc	Essex			Card Clothing
Brake Cables		Bronze Sand Castings		Standard Card Clothing Co The (for textile mills)
Eis Manufacturing Co	Middletown	Bridgeport Deoxidized Bronze Corp	Bridgeport	
Brake Linings				Card Indexes
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial)	Bridgeport	Fuller Brush Co The	Hartford	Wassell Organization Inc
Russell Mfg Co The	Middlefield			
Brake Service Parts		Buckles		Carpenter's Tools
Eis Manufacturing Co	Middletown	B Schwanda & Sons		Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices)
Brass & Bronze		G E Prentice Mfg Co The		New Haven
American Brass Co The (sheet, wire, rods, tubes)	Waterbury	Hawie Mfg Co The		
Bridgeport Rolling Mills Company (coil, sheet, strip)	Bridgeport	North & Judd Manufacturing Co	New Britain	Carpet
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport	Patent Button Co The	Waterbury	B F Goodrich Sponge Products Division
Bristol Brass Corp The (sheet, wire, rods)	Bristol	Risdon Manufacturing Co John M Russell Div Naugatuck		Shelton
Chase Brass & Copper Co	Waterbury			Carpet Cushion
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden			B F Goodrich Sponge Products Division
Plume & Atwood Mfg Co The (sheet, wire, rod)	Thomaston			Shelton
Scovill Manufacturing Company	Waterbury 91			Carpets and Rugs
Seymour Mfg Co The (strip, sheet & wire)	Seymour			Bigelow-Sanford Carpet Co
Tinsheet Metals Co The (sheets and rolls)	Waterbury			Thompsonville
Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven			Casters
				Bassick Company The (Industrial and General)
				Bridgeport
				George P Clark Co
				Windsor Locks
				Casters—Industrial
				Connecticut Foundry Co (grey iron)
				Rocky Hill
				Connecticut Malleable Castings Co (malleable iron castings)
				New Haven
				Charles Parker Company The (brass, bronze, aluminum)
				Meriden
				Ductile Iron Foundry Inc
				Stratford
				Eastern Malleable Iron Company The (malleable iron, metal and alloy)
				Naugatuck
				Farrel-Birmingham Company Inc (Mechanite, Nodular, Iron, Steel)
				Ansonia
				H. R. Engineering Laboratories Inc (centrifugal steel mold)
				East Haddam
				Hartford Electric Steel Corp The (stainless steel)
				Hartford
				Plainville Casting Company (gray, alloy and high tensile irons)
				Plainville
				Malleable Iron Fittings Co (malleable iron and steel)
				Branford
				McLagon Foundry Co (grey iron)
				New Haven
				Newton-New Haven Co (zinc and aluminum)
				688 Third Ave West Haven
				Philbrick-Booth & Spencer Inc (grey iron)
				Hartford
				Producto Machine Company The
				Bridgeport
				Scovill Manufacturing Company (Brass & Bronze)
				Waterbury 91
				Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy)
				Torrington
				Union Mfg Co (grey iron & semi steel)
				New Britain
				Waterbury Foundry Company The (highway & sash weights)
				Waterbury
				Wilcox Crittenden & Co Inc (gray iron and brass)
				Middletown
				Williams Foundry Inc
				New Britain (Advt.)

IT'S MADE IN CONNECTICUT

Castings—Investment	Bischoff Chemical Corporation (Peelable Plastic Coatings)	Copper Castings
Arwood Precision Casting Corp	Groton	Knapp Foundry Company Inc
Cement-filler		Guilford
Clark Cast Steel Cement Company (iron)	Clinton	
Cements—Refractory		
Mullite Refractory Co The	Shelton	Copper Sand Castings
Centerless Grinding		Bridgeport Deoxidized Bronze Corp
Winsted Centerless Co	Winsted	Bridgeport
Centers		
Ready Tool Co The (anti friction, carbide tipped, high speed)	Bridgeport	Copper Sheets
Chain		American Brass Company The
Risdon Manufacturing Co John M Russel Div	Naugatuck	New Haven Copper Co The
Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable)	Torrington	Waterbury Seymour
Chain—Bead		
Auto-Swage Products Inc	Shelton	Copper Shingles
Bead Chain Mfg Co The	Bridgeport	New Haven Copper Co The
Chain—Power Transmission and Conveying		Seymour
Whitney Chain Company	Hartford	
Chairs		
The Hitchcock Chair Company	Riverton	Copperware
Chemical Analysis		Bridgeport Brass Company (cooking utensils)
State Testing Laboratory	Bridgeport	Bridgeport
Chemical Manufacturing		
Carwin Company The	North Haven	Copper Water Tube
Chemicals		American Brass Company The
Apothecaries Hall Co	Waterbury	Waterbury
Carwin Company The	North Haven	Bridgeport Brass Co
Macalaster Bicknell Company	New Haven	Bridgeport
MacDermid Incorporated	Waterbury	
Naugatuck Chemical Division	United States	Cords—Asbestos Insulated
Rubber Co	Naugatuck	General Electric Company
New England Lime Company	Canaan	Bridgeport
Pfizer & Co Inc Chas	Groton	
United States Chemical Corp	(maintenance and powdered hand soap, cleaners, disinfectants, fuel additives)	Cords—Braided
	floor waxes, additives)	General Electric Company
	New Haven	Bridgeport
Chemicals—Agriculture		Cords—Heater
Naugatuck Chemical Division	United States	Essex Mills Inc
Rubber Co (insecticides, fungicides, weed killers)	Naugatuck	General Electric Company
Christmas Light Clips		Essex Bridgeport
Foursome Manufacturing Co	Bristol	
Chromium Plating		Cords—Portable
Chromium Corp of America	Waterbury	General Electric Company
Chromium Process Company The	Shelton	Bridgeport
City Plating Works Inc	Bridgeport	
Chucks		Cord Sets—Electric
Cushman Chuck Co The	Hartford	General Electric Company
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Bridgeport
Jacobs Manufacturing Co The	West Hartford	Seeger-Williams Inc
Union Manufacturing Company	New Britain	Bridgeport
Chucks—Drill		
Jacobs Manufacturing Co The	West Hartford	Cork Cots
Chucks & Face Plate Jaws		Sonoco Products Co (Climax-Lowell Div)
Cushman Chuck Co The	Hartford	Mystic
Union Mfg Co	New Britain	
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Correspondence Files
		Wassell Organization Inc
Chucks—Power Operated		Westport
Cushman Chuck Co The	Hartford	Corrugated Box Manufacturers
Union Manufacturing Company	New Britain	Connecticut Container Corporation New Haven
Circuit Breakers		Corrugated Containers Inc Hartford
Trumbull Components Department, General Electric Co	Plainville	
Circulating Pumps		Corrugated Shipping Cases
Corley Co Inc The	Plainville	Connecticut Container Corporation New Haven
Clay		Connecticut Corrugated Box Div Robert Gair Co Inc
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	Portland
Cleaning Compounds		D L & D Container Corp 87 Shelton Ave New Haven
Enthon Inc (Industrial)	New Haven	
Cleansing Compounds		Cosmetic Containers
MacDermid Incorporated	Waterbury	Eyelet Specialty Co The
Clock Mechanisms		Waterbury
Lux Clock Mfg Co The	Waterbury	Plume & Atwood Mfg Co The (metal)
Clocks		Thomaston
E Ingraham Co The	Bristol	Scovill Manufacturing Company Waterbury
Seth Thomas Clocks	Thomaston	
United States Time Corporation The	Waterbury	
Clocks—Alarm		Cosmetics
Lux Clock Mfg Co The	Waterbury	J B Williams Co The Glastonbury
Clocks—Automatic Cooking		
Lux Clock Mfg Co The	Waterbury	Cotton and Asbestos Wicking
Clutches		Bland Burner Co The Hartford
Snow-Nabstedt Gear Corp The	New Haven	
Clutch Facings		Counting Devices
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic)	Bridgeport	Veeder-Root Inc Hartford
Russell Mfg Co The	Middletown	
Controls—Remote		Couplings
Panish Controls (Remote Controls for Marine & Aeronautic Applications)	Bridgeport	Scovill Manufacturing Company (hose and tube) Waterbury
Controls Remote, Hydraulic		
Sperry Products Inc	Danbury	Cranes and Conveyors
Converters DC to AC		J-B Engineering Sales Co New Haven
Electric Specialty Co	Stamford	
Conveyor Systems		Crushers
Leeds Conveyor Mfg Co The	East Haven	Farrel-Birmingham Company Inc (Stone and Ore) Ansonia
Production Equipment Co	Meriden	
Copper		
American Brass Corp The (sheet, wire, rods, tubes)	Waterbury	Cups—Paper
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport	Continental Can Co Paper Container Div Kensington
Bristol Brass Corp The (steel)	Bristol	
Chase Brass & Copper Co (sheet, rod, wire tube)	Waterbury	Cushioning for Packaging
Thinsheet Metals Co The (sheets and rolls)	Waterbury	B F Goodrich Sponge Products Division Sheldon Gilman
Western Brass Mills Div Olin Matheson Chemical Corp	New Haven	Gilman Brothers Co The Gilman
Cutting & Creasing Rule		Cut Stone
Bartholomew Co H I	Bristol	Dextone Co The New Haven
Decalcomanias		
Sirocco Screenprints	New Haven	
Deep Hole Drilling & Reaming		
Hamden Deep Hole Drilling Co	Hamden	
Wilson Arms Co The	Hartford (Advt.)	

IT'S MADE IN CONNECTICUT

Deep Drawings		Draft Inductors		Electric Woven Heating Elements
Stanley Pressed Metal	New Britain	Corley Co Inc The	Plainville	Pre-Fab Heating Co Inc
Delayed Action Mechanism		Drill Presses		Guilford
M H Rhodes Inc	Hartford	Townsend Mfg Co The H P	Elmwood	Electrical and Electronic Assemblies
R W Cramer Company Inc The	Centerbrook			Sight Light Div The American Machine & Foundry Co
Demineralizers		Drilling Machines		Electrical Conduit Fittings & Grounding Specialties
Crystal Research Laboratories	Hartford	Howe & Fant Inc (Turret Type)	East Norwalk	Gillette-Vibber Company The
Design & Drafting Service		Pratt & Whitney Co Inc (Deep Hole)	West Hartford	New London
Smith & Winchester Mig Co The	South Windham			Electrical Connectors
Design and Development		Drilling and Tapping Machinery		Burndy Engineering Co Inc
Sight Light Div The American & Machine & Foundry Co (electrical and electronic equipment)	Deep River	Hartford Special Machinery Co The	Hartford	Norwalk
Development Work		Drop Forgings		Electrical Control Apparatus
Saybrook Manufacturing Inc	Old Saybrook	Atwater Mfg Co	Plantsville	Plainville Electrical Products Co The
Diamonds—Industrial		Billings & Spencer Co The	Hartford	Plainville
Diamond Tool and Die Works	Hartford	Consolidated Industries	West Cheshire	Electrical Goods
Dictating Machines		Wilcox Crittenden & Co Inc	Middletown	A C Gilbert Co
Dictaphone Corporation	Bridgeport			New Haven
Gray Manufacturing Company The	Hartford	Druggists' Rubber Sundries		Electrical Motors
SoundScriber Corporation The	New Haven	Seamless Rubber Company The	New Haven	Electric Specialty Co
Die Cast Dies		Duplicating Machines—Automatic		U S Electrical Motors Inc
C & F Tool & Die Corp	Bridgeport	Pratt & Whitney Co Inc	West Hartford	Stamford Milford
Die Castings		Duplicator Tables		Electrical Recorders
Mt Vernon Die Casting Co	Stamford	Regent Machine Co	Bridgeport	Bristol Co The
Newton-New Haven Co Inc	New Haven			Waterbury
Die Casting Dies		Elastic Narrow Fabric		Electrical Relays and Controls
ABA Tool & Die Co	Manchester	Essex Mills Inc	Essex	Allied Control Co
Eastern Machine Screw Corp The	Truman & New Haven			Plantsville
Barclay Sts	Hartford	Electric Cables		Electrical Switchboards
Parker-Hartford Corporation	Derby	General Electric Company (for residential, commercial and industrial applications)	Bridgeport	Plainville Electrical Products Co The
Weimann Bros Mfg Co The		Rockbestos Products Corp (asbestos insulated)	New Haven	Pneumatic Applications Co
Die Heads—Self Opening				Plainville Simsbury
Eastern Machine Screw Corp The	New Haven	Electric—Commutators & Segments		Electrical Test Equipment
Geometric Tool Division, Greenfield Tap & Die Corp	New Haven	Cameron Elec Mfg Co The (rewinding motors)	Ansonia	McNeal J D
Die Polishing Machinery				New Haven
Hartford Special Machinery Co The	Hartford	Electric Cord Springs		Electrical Wiring Systems
Die Sets		Bristol Spring Manufacturing Co	Plainville	Wiremold Co The
Pratt & Whitney Co Inc (Precision)	West Hartford			Hartford
Producto Machine Company The	Bridgeport	Electric Cords		Electronic Parts
Union Mfg Co (precision, steel and semi-steel)	New Britain	General Electric Company	Bridgeport	Terriville Manufacturing Co (Stampings to customer specifications)
		Rockbestos Products Corp (asbestos insulated)	New Haven	Terryville
Die Sinkers				Electronics
Pratt & Whitney Co Inc	West Hartford	Electric Eye Control		Gray Manufacturing Company The
Dies		Ripley Company Inc	Middletown	Hartford
Hoggson & Pettis Mfg Co The	141 Brewery St New Haven			McNeal J D
Mitrametric Co The (ground for gears)		Electric Fixture Wire		Middletown Mfg Co (metal cabinets, chassis panels, brackets, cases)
Parker-Hartford Corporation	Torrington	Rockbestos Products Corp (asbestos insulated)	New Haven	Newton Co The
(plastics and die castings)	Hartford			Manchester
Pratt & Whitney Co Inc (Monocone and Ducone Dies)	West Hartford			Ripley Co
		Electric Hand Irons		Middletown
Dies & Die Cutting		Winsted Hardware Mfg Co (trade mark "Durable")	Winsted	Sturup Larabee & Warmers Inc
Douglas Co Geo M	New Haven			Middletown
Display Containers		Electric Heating Elements		Electroplating
National Folding Box Co Div Federal Paper Board Co Inc (folding paperboard)	New Haven and Versailles	Hartford Element Co	Hartford	City Plating Works Inc
				National Sherardizing & Machine Co
Displays—Metal		Electric Ignition Harnesses		Bridgeport
Durham Mfg Co The (Designing & Mfg to customers' specifications)	Durham	General Electric Company	Bridgeport	Waterbury
Merriam Mfg Co (Contract Work to Individual Specifications)	Durham			Waterbury
Parsons Co Inc W A (custom designed)		Electric Insulation		Electroplating—Equipment & Supplies
		Case Brothers Inc	Manchester	Comco Inc Div of Ethonite Inc
Distribution Centers		Stevens Paper Mills Inc The	Windsor	New Haven
Distribution Assemblies Department, General Electric Co	Plainville			Lea Manufacturing Co The
Door Closers		Electric Lighting Fixtures		Waterbury
Sargent & Company	New Haven	Fan-Craft Mfg Co (residential, church, post lanterns)	Plainville	MacDermid Incorporated
Yale & Towne Mfg Co The	Stamford	Plume & Atwood Mfg Co The	Thomaston	New Haven
Doors		Wasley Products Inc	Plainville	Hartford
Bilco Co The (metal, residential and commercial)	West Haven			New Haven
		Electric Motor Controls		Electroplating Processes & Supplies
Dowel Pins		Arrow-Hart & Hegeman Electric Co The	Hartford	ADS Inc Div CSW Plastic Types Inc
Allen Manufacturing Co The	Hartford			Barnum-Hayward Electrotype Co Inc
Holo-Krome Screw Corp The	West Hartford	Electric Signs		New Haven
		Berger Sign Co	Hartford	Lockwood Sons Inc Wm H
Drafting Accessories		Electric Switches		Hartford
Joseph Merritt & Co	Hartford	Arrow-Hart & Hegeman Electric Co The	Hartford	New Haven Electrotech Div Electrographic Corp
				New Haven
Electric Underfloor Duct System		Electric Time Controls		Elevators
General Electric Company	Bridgeport	Cramer Controls Corporation The	Centerbrook	Eastern Elevator Co (passenger and freight)
				New Haven
Electric Wire		Electric Underfloor Duct System		General Elevator Service Co
General Electric Company	Bridgeport	General Electric Company	Bridgeport	Hartford
Rockbestos Products Corp (asbestos insulated)	New Haven	Rockbestos Products Corp (asbestos insulated)	New Haven	New Haven
				Enameling
Electric Wiring Devices		Electric Wiring Devices		Waterbury Plating Company
Arrow-Hart & Hegeman Electric Co The	Hartford	Arrow-Hart & Hegeman Electric Co The	Hartford	Waterbury
				Enamels & Lacquers
Envelopes				Dobbs Chemical Co The (industrial finishes to customers' specifications)
Curtis 1000 Inc				New Haven
United States Envelope Company				Hartford
Hartford Division				Hartford
Envelopes—Stock and Special				End Milling Cutters
Continental Can Co Paper Container Div				Pratt & Whitney Co Inc
Kensington				West Hartford
Environmental Testing				End Mills
State Testing Laboratory				Atrax Company The (solid carbide)
				Newington
Engines				Engines
Pratt & Whitney Aircraft Div				Pratt & Whitney Aircraft Div
Corp (aircraft)				United Aircraft East Hartford
				Envelopes
Curtis 1000 Inc				Hartford
United States Envelope Company				Hartford
Hartford Division				Hartford
Envelopes—Stock and Special				Environmental Testing
Continental Can Co Paper Container Div				State Testing Laboratory
Kensington				Bridgeport

IT'S MADE IN CONNECTICUT

Extractors—Tap	Walton Company The	West Hartford	Flashlights	Bridgeport Metal Goods Mfg Co	Bridgeport	Glass Blowing	Arneo Sign Co (scientific apparatus)	Meriden
Extruders and Accessories	Standard Machinery Co The (for the wire and cable mfrs)	Mystic	Electrical Div Olin Mathieson	Chemical Corp	New Haven	Glass Cutters	Macalaster Bicknell Company	New Haven
Eyelets	American Brass Company The	Waterbury	Bristol Spring Manufacturing Co	Plainville	Glass Cutters	Fletcher-Terry Co The	Forestville	
Mark Eyelet & Stamping Co (small-metal stampings)	Wolcott	Gemco Manufacturing Co Inc	Southington	Glass Machinery	Tavano Mfg Co	Torrington		
Platt Bros & Co The P O Box 1030	Waterbury	Pratt & Whitney Co Inc	West Hartford	Gold & Silver Plating	Donham Craft Inc (on metals & plastics)	Thomaston		
Plume & Atwood Mfg Co The	Thomaston	Beaton & Cadwell Mfg Co The	New Britain	Golf Equipment	Horton Mfg Co The (clubs, shafts, balls, bags)	Bristol		
Scovill Manufacturing Company	Waterbury 91	Fullerton Manufacturing Corp	Norwalk	Greeting Cards	A D Steinbach & Sons Inc	New Haven		
Stevens Co Inc	Waterbury	Vanderman Manufacturing Co The	Willimantic	Grinding	Farrel-Birmingham Company Inc (Roll and			
Waterbury Companies Inc	Waterbury	Wiremold Company The	Hartford	Cylindrical)	Ashton			
Eyelets, Ferrules and Wiring Terminals	American Brass Company The	Waterbury	Armstrong Rubber Company The	West Haven	Hartford Special Machinery Co The (gears,			
Waterbury Companies Inc	Waterbury	B F Goodrich Sponge Products Division	Shelton	threads, cams and splines)	Hartford			
Eyelet Machine Products	American Brass Company The	Waterbury	Atwater Manufacturing Company	Plantsville	Horberg Grinding Industries Inc (Precision			
Ball & Socket Mfg Co The	West Cheshire	Billings & Spencer Company	Hartford	custom grinding; centerless, cylindrical,				
Cold Forming Mfg Co The	Waterbury	Capewell Manufacturing Company	Hartford	surfaces, internal and special)				
Plume & Atwood Mfg Co The	Thomaston	Clark Brothers Bolt Co	Middletown	19 Staples St Bridgeport				
Stevens Co Inc	Waterbury	Consolidated Industries Inc	West Cheshire					
Waterbury Companies Inc	Waterbury	Heppenstall Co (all kinds and shapes)						
Fabricators	Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel)	Waterbury	Scovill Manufacturing Company (Non-ferrous)	Bridgeport	Grinding Heads—Internal	Pratt & Whitney Co Inc (Pneumatic, High		
Torrington Manufacturing Company The	Torrington	Waterbury 91	Waterbury	Speed)	West Hartford			
Fancy Dress Buttons and Buckles	Waterbury Companies Inc	Waterbury	Forgings	Atwater Manufacturing Company	Grinding Machines	Farrel-Birmingham Company Inc (Roll)		
Fans—Electric	General Electric Company	Bridgeport	Billings & Spencer Company	Hartford	Ansonia			
Fasteners—Aircraft	Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	Capewell Manufacturing Company	Hartford	Pratt & Whitney Co Inc (Surface, Die,			
Scovill Manufacturing Company (GRIPPER snap fasteners)	Waterbury	Clark Brothers Bolt Co	Middletown	Gear and Cutter Grinders)	West Hartford			
Fasteners—Laundry Proof	Scovill Manufacturing Company (GRIPPER snap fasteners)	Waterbury	Consolidated Industries Inc	West Cheshire	Rowbottom Machine Company Inc (cam)			
G E Prentice Mfg Co The	Kensington	Heppenstall Co (all kinds and shapes)		Waterbury				
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners)	Waterbury	Scovill Manufacturing Company (Non-ferrous)	Bridgeport					
Fasteners—Slide & Snap	Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	South Windham	Waterbury 91					
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	Middleton	Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy)	Torrington	Grommets	American Brass Company The			
Williams Foundry Inc	Unionville	Union Mfg Co (gray iron & semi steel)	Waterbury	Waterbury	Plume & Atwood Mfg Co The			
Felt	Auburn Manufacturing Company The (mechanical, cut parts)	Middleton	Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	Middleton	Waterbury			
Chas W House & Sons Inc (Mills & Cutting Plant)	Staffordville	Williams Foundry Inc	New Britain	Ground Rubber Rolls	Saybrook Manufacturing Inc			
Felt—All Purpose	American Felt Co (Mill & Cutting Plant)	Glenville	Waterman Pen Company Inc	Seymour	Old Saybrook			
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville	Waterman Pen Company Inc	Seymour	Guards for Machinery	Wheeler Co The G E			
Fenders—Boat	B F Goodrich Sponge Products Division	Shelton	Foundry Riddles	John P Smith Co The	New Haven	New Haven		
Fiber-glass Fabrication	Davis Co The E J	New Haven	Four Slide Forms	Peck Spring Co	Plainville			
Fibre Board	Bird & Son Inc	New Britain	Frames—Hack Saw	Thompson & Son Co The Henry G.	New Haven	Hack and Band Saw Blades	Capewell Manufacturing Co The	
Case Brothers Inc	Manchester	Peabody Engineering Corporation	Stamford	Parker Herbex Corporation	Hartford			
C H Norton Co The	North Westchester	Norwalk Airconditioning Corp	The (warm air oil fired)	Wilcox Crittenden & Co Inc	Hartford	Hair Hygiene Preparations		
Stevens Paper Mills Inc The	Windsor	Pratt & Whitney Co Inc (Alloy steel and Carbide, Hooke and USA)	South Norwalk	Capewell Manufacturing Company	Hartford	Hammers—Carpenters and Machinists		
File Cards	Standard Card Clothing Co The	Stafford Springs	Gage Blocks	Pratt & Whitney Co Inc (Alloy steel and Carbide, Hooke and USA)	South Norwalk	Hand Tools	Billing & Spencer Company (wrenches, sockets and shop tools)	
Wassell Organization Inc	Westport	Malleable Iron Fittings Co	Branford	Bridgeport Hdwe Mfg Corp	The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives)		Hartford	
Films	Cine-Video Productions Inc	Milford	Wilcox Crittenden & Co Inc	Middleton	Hardness Testers	Wilson Mechanical Instrument Div American, Chain & Cable Company Inc		
Finger Nail Clippers	H C Cook Co The	32 Beaver St Ansonia	Furnaces	Norwalk Airconditioning Corp	The (warm air oil fired)	Hardware	Bassick Company The (Automotive)	
Firearms	Colt's Patent Fire Arms Mfg Co Inc	Hartford	Tsingris Die Cutting Corp	(from all materials)	Pratt & Whitney Co Inc (Alloy steel and Carbide, Hooke and USA)	Bridgeport	Gordon Associates	
Junior Screw Machine Products Inc	West Haven	Gaskets	Auburn Manufacturing Company The (from all materials)	Middleton	Harlock Products Corp	New Haven		
Marlin Firearms Co The	New Haven	Gaskets—Insulation	Raybestos Division of Raybestos-Manhattan Inc	Bridgeport	Sargent & Company	New Haven		
O F Mosberg & Sons Inc	New Haven	American Felt Co	Tsingris Die Cutting Corp	(from all materials)	Wilcox Crittenden & Co Inc (marine heavy and industrial)	Middletown		
Remington Arms Company Inc	Bridgeport	Gas Range Conversion Burner	Waterbury	Yale & Towne Mfg Co The	Stamford	Hardware—Marine & Bus	Rostand Mfg Co The	
Arms and Ammunition Div Olin Mathieson Chemical Corp	New Haven	Holyoke Heater Corp of Conn Inc	Hartford	Hardware—Trailer Cabinet	Excelsior Hardware Co The	Milford		
Fire Alarm Systems	Fire Lite Alarms Inc	New Haven	Gas Scrubbers, Coolers and Absorbers	Peabody Engineering Corporation	Stamford	Hardware, Trunk & Luggage	Corbin Cabinet Lock Div American	
Fire Hose	Fabrics Fire Hose (municipal and industrial)	Sandy Hook	Gauges	Corp	New Britain		J H Sessions & Son	
Mitrametric Co The	West Haven	Bristol Co The (pressure and vacuum-recording automatic control)	Waterbury	Yale & Towne Mfg Co The	Bristol		Yale & Towne Mfg Co The	
Fireplace Goods	American Windshield & Specialty Co The	Milford	Heliocid Gage Division American Chain & Cable Co The (pressure and vacuum)	Bridgeport	Hat Machinery	Doran Bros Inc	Danbury	
881 Boston Post Road	Milford	Manning Maxwell & Moore Inc	Stratford	Health Surgical & Orthopedic Supports	Berger Brothers Company The (custom made for back, breast, and abdomen)	New Haven		
John P Smith Co The (screens)	423-33 Chapel St	Pratt & Whitney Co Inc (Precision Measurement all types)	West Hartford	Electroflex Heat Inc	Hartford			
Fireproof Floor Joists	Dextone Co The	New Haven	Gears	Safeway Heat Elements Inc (woven wire resistance type)	Middleton	Heat Elements	Safeway Heat Elements Inc (woven wire resistance type)	
Fireworks	M Backes' Sons Inc	Wallingford	Mitrametric Co The (blanked fine pitch)	Torrington	Heat Exchangers	Whitlock Manufacturing Co The	Hartford	
Fishing Tackle	H C Cook Co The	32 Beaver St	Gears and Gear Cutting	Farrel-Birmingham Company Inc	Ansonia	Heat Treating	Bennett Metal Treating Co The	
Ansonia		Fenn Mfg Co The	Newington	Fenn Mfg Co The	New Haven	1045 New Britain Ave	Elmwood	
Hartford Special Machinery Co The		Hartford Special Machinery Co The	Hartford	Commercial Metal Treating Co	Bridgeport			
				New Britain-Gridley Machine Division				
				The New Britain Machine Co	New Britain			
				Skene Co Inc The William A (metals)				
				Stanley P Rockwell Co Inc The	Bridgeport			
				296 Homestead Ave				
							Hartford (Advt.)	

I T ' S M A D E I N C O N N E C T I C U T

Heat-Treating Equipment	Insulated Wire & Cable	Lathes—Vertical Turret
Barnes Co The Wallace Div Associated Spring Corp	General Electric Company (for residential commercial and industrial applications)	Bullard Company The (single spindle) Bridgeport
Bauer & Company Inc	Hartford	
Rolock Inc (Retorts, Muffles, etc.)	Fairfield	
Stanley P Rockwell Co Inc The (commercial)		
296 Homestead Ave	Hartford	
Heat Treating Fixtures	Instruments	Lead Plating
Rolock Inc (Trays, Baskets, etc.)	Bristol	Christie Plating Co The Groton
Wiretex Mfg Co Inc	Bridgeport	
Heat Treating Salts and Compounds	Integrators	Leather
Mitchell-Bradford Chemical Co	Bridgeport	Norwich Leather Co Norwich
Heaters—Electric	Reflectone Corporation The Stamford	Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury
General Electric Company		
Heating and Cooling Coils	Inter-Communications Equipment	Leather Dog Furnishings
G & O Manufacturing Co	New Haven	Andrew B Hendryx Co The New Haven
Heating Elements	Connecticut Telephone & Electric Corp Meriden	The Smith-Worthington Saddlery Co Hartford
Hartford Element Co	Hartford	
Heavy Chemicals	Interval Timers	Leather Goods Trimmings
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)	Lux Clock Manufacturing Company Waterbury	G E Prentice Mfg Co The Kensington
Heavy Machinery	Rhodes Inc M H	
Smith & Winchester Mfg Co The	Hartford	Leather, Mechanical
		Auburn Manufacturing Company The (packings, cubs, washers, etc) Middletown
Hex-Socket Screws	Jacquard	Letterheads
Bristol Company The	Case Brothers Inc Manchester	Lehman Brothers Inc (designers, engravers, lithographers) New Haven
Holo-Krome Screw Corp The	Waterbury	
High Frequency Alternators	Japanning	Levels—Machinist's Precision
Electric Specialty Co	J H Sessions & Son Bristol	Bullard Company The Bridgeport
Highway Guard Rail Hardware	Jig Borer	Light Assemblies
Malleable Iron Fittings Co	Pratt & Whitney Co Inc West Hartford	Saybrook Manufacturing Inc Old Saybrook
Hinges	Federal Machine & Tool Co Bristol	Lighting Accessories—Fluorescent
Homer D Bronson Company		General Electric Company Bridgeport
Hobs and Hobbing	Jigs, Fixtures & Gages	Lighting Equipment
ABA Tool & Die Co	Manchester	Fullerton Manufacturing Corp Norwalk
Parker-Hartford Corporation	Hartford	Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden
Pratt & Whitney Co Inc (Die and Thread Milling)	West Hartford	Lines—Braided
Holts	Keller Machines	Essex Mills Inc Essex
J-B Engineering Sales Co	Pratt & Whitney Co Inc West Hartford	
Holts and Trolleys	Key Blanks	Lime
Union Mfg Company	Sargent & Company New Haven	New England Lime Company Canaan
Hose Fittings	Yale & Towne Mfg Co The Stamford	
Don Mfg Co J M		Lipstick Cases
Scovill Manufacturing Company	Naugatuck	Scovill Manufacturing Company Waterbury
Hose—Flexible Metallic	Labels	Lipstick Containers
American Brass Co	J & J Cash Inc (Woven) South Norwalk	Bridgeport Metal Goods Mfg Co Bridgeport
American Metal Hose Branch	Naugatuck Chemical Division United States	Plume & Atwood Manufacturing Co Waterbury
Rubber Co	Rubber Co (for rubber articles) Naugatuck	
Hose Supporter Trimmings	Label Moisteners	Lithographers
Hawie Mfg Co The (So-Lo Grip Tabs)	Better Packages Inc Shelton	O'Toole & Sons Inc T Stamford
Hospital Signal Systems	Laboratory Equipment	Lithographing
Connecticut Telephone & Electric Corp	Eastern Industries Inc New Haven	Kellogg & Bulkeley A Division of Connecticut
		Printers Inc Hartford
Hydraulic Brake Fluids	Laboratory Supplies	Lehman Brothers Inc New Haven
Eis Manufacturing Co	Macalaster Bicknell Company New Haven	A D Steinbach & Sons New Haven
Hypodermic Needles	Laces	
Roehr Products Company	American Fabrics Company The Bridgeport	Locks—Banks
Ice Buckets	Wilcox Lace Corporation Middletown	Yale & Towne Mfg Co The Stamford
B F Goodrich Sponge Products Division		
Impregnating	Laces and Nettings	Locks—Builders
American Metaseal Inc (metal, wood, etc.)	Wilcox Lace Corporation The Middletown	Sargent & Company Yale & Towne Mfg Co The New Haven
Hamden		
Industrial Chrome Plating	Lacquers & Synthetic Enamels	Locks—Cabinet
Mirror Polishing & Buffing Co	Chemical Coatings Corporation Rocky Hill	Excelsior Hardware Co The Stamford
Waterbury	LSis Chemicals Inc Stamford	Yale & Towne Mfg Co The Stamford
Industrial Displays	United Chromium Incorporated Waterbury	
Sansone Co S Frederick (Designers Builders and Counselors)	Ladders	Locks—Special Purpose
Short Beach	A W Flint Co 196 Chapel St New Haven	Yale & Towne Mfg Co The Stamford
Industrial Finishes	Laminated Metal	Locks—Suitcase and Trimmings
Chemical Coatings Corporation	Bridgeport Brass Company Bridgeport	Excelsior Hardware Co The Stamford
United Chromium Incorporated		
Industrial Tools—Powder Actuated	Lamps	Locks—Trunk
Remington Arms Company Inc	Plume & Atwood Mfg Co The (metal oil) Waterbury	Excelsior Hardware Co The Stamford
Bridgeport		
Inhalators	Lampholders—Incandescent and Fluorescent	Locks—Zipper
Cycle-Flo Company The	General Electric Company Bridgeport	Excelsior Hardware Co The Stamford
Milford		
Inks	Lamp Shades	Loom—Non-Metallic
Waterman Pen Company Inc	Verplex Company The Essex	Wiremold Company The Hartford
Seymour		
Insecticides	Lanterns—Battery Operated	Lubricants—High Pressure
American Cyanamid Company	Electrical Div Olin Mathieson Chemical Corp New Haven	Alpha Molykote Corp The Stamford
Waterbury		
Instalment Payment Books	Lathes—Contin-U-Matic	Lubricants—Extreme Temperatures
Wassell Organization Inc	Bullard Company, The (vertical multi-spindle-continuous turning type) Bridgeport	Alpha Molykote Corp The Stamford
Westport		
Lathes—Man-Au-Trol	Lathes—Mult-Au-Matic	Lubricating System—Mist
	Bullard Company The Bridgeport	Thompson & Son Co The Henry G. New Haven
Lathes—Toolroom and Automatic	Bullard Company The (vertical multi-spindle-indexing type) Bridgeport	
		Lumber & Millwork Products
Pratt & Whitney Co Inc	Pratt & Whitney Co Inc West Hartford	City Lumber Co of Bridgeport Inc Bridgeport
Machetes	Machine Design	Machetes
		Collins Company The Collinsville
Machine Design	Black Rock Mfg Company The Bridgeport	
	Standish Associates Fairfield	
Machine Shop Fabrication		
		(Advt.)
Smith & Winchester Mfg Co The		
	South Windham	

IT'S MADE IN CONNECTICUT

Machine Tool Designers	New Britain	Machines—Forming	A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport	Metal Formings	Master Engineering Company Stanley Pressed Metal West Cheshire New Britain
R & S Company					
Machine Tools		Machines—Paper Ruling	John McAdams & Sons Inc Norwalk	Metal Mouldings	Leed Co The H A Hamden
Bullard Company The Bridgeport		Capewell Mfg Co The Hartford		Metal Novelties	H C Cook Co The 32 Beaver St Ansonia
Farrel-Birmingham Company Inc Ansonia				Metal Plating—Gold & Silver	Donham Craft Inc Thomaston
Pratt & Whitney Co Inc West Hartford				Metal Products—Stampings	American Brass Company The Waterbury
Producto Machine Company The Bridgeport					Plume & Atwood Manufacturing Co Thomaston
Machine Tools		Machines—Precision Boring	New Britain-Gridley Machine Division The New Britain Machine Co New Britain	Metal Specialties	Excelsior Hardware Co The Stamford
Victor Machine Tool Rebuilders Inc (scraping, fitting & aligning) Bridgeport		Fenn Manufacturing Company The Newington		Metal Spinning	Moseley Metal Crafts Inc West Hartford
Machine Work		Machines—Rolling	Bullard Company The Bridgeport	Metal Stamping	American Brass Company The Waterbury
Banthin Engineering Co Bridgeport					Better Formed Metals Inc Waterbury
Black Rock Mfg Company The Bridgeport		Machines—Slotting	Waterbury Farrel Foundry & Machine Co The Waterbury		DooVal Tool & Mfg Inc Naugatuck
Farrel-Birmingham Company Inc Ansonia					Excelsior Hardware Co The Stamford
Fenn Manufacturing Company The (precision parts) Newington		Machines—Spacing Table	Bullard Company The Bridgeport		Greist Mfg Co The 503 Blake St New Haven
Hartford Special Machinery Co The (contract work only) Hartford					J C Cool Co The 32 Beaver St Ansonia
Joma Tool Co (small assemblies & parts) Wolcott		Machines—Special	Fenn Mfg Co The Newington		Humason Mfg Co The Forestville
National Sheradizing & Machine Co (job) Hartford			Fuller Brush Co The Hartford		Joma Tool Co Wolcott
Parker-Hartford Corporation Hartford		Machines—Swaging	Fenn Manufacturing Company The Newington		Mohawk Mfg Co (threaded) Middletown
Swan Tool & Machine Co The Hartford		Machines—Thread Rolling	Hartford Special Machinery Co The Hartford		J A Otterbein Company The (metal fabrications) Middletown
Torrington Manufacturing Co The (special rolling mill machinery) Torrington			Waterbury Farrel Foundry & Machine Co The Waterbury		J H Sessions & Son Bristol
Machinery		Machines—Turks Head	Fenn Manufacturing Company The Newington		Patent Button Co The Waterbury
Fenn Manufacturing Company The (special) Newington					G E Prentice Mfg Co The Kensington
Hallden Machine Company The (mill) Thomaston		Machines—Wire Drawing	Fenn Manufacturing Company The Newington		Plume & Atwood Mfg Co The Thomaston
Torrington Manufacturing Co The (mill) Torrington		Machining—Horizontal Boring	Tucker Machine Co North Haven		Stanley Pressed Metal New Britain
Machinery—Automatic					Swan Tool & Machine Co The Hartford
Banthin Engineering Company (new and rebuilt) Bridgeport		Manganese Bronze Ingot	Whipple and Choate Company Bridgeport		Terryville Manufacturing Co Terryville
Machinery—Bolt and Nut		Manicure Instruments	W E Bassett Company The Derby		Verplex Company The (Contract) Essex
Waterbury Farrel Foundry & Machine Co The Waterbury			Kilborn-Sauer Company (running lights and searchlights) Fairfield		Waterbury Lock & Specialty Co The Milford
Machinery—Cold Heading		Marine Engines	Lathrop Engine Co Mystic		
Waterbury Farrel Foundry & Machine Co The Waterbury				Meters—Gas	Sprague Meter Company Bridgeport
Machinery Dealers & Rebuilders		Marine Equipment	Russell Manufacturing Company The (utility cord and accessory hardware) Middletown		
Bitwinik Brothers New Haven			Wilcox-Crittenden Div North & Judd Mfg Co Middletown		
J L Lucas and Son Fairfield				Meters—Parking	Rhodes Inc M H Hartford
State Machinery Co Inc New Haven		Marine Reserve Gears	Snow-Nabstedt Gear Corp The New Haven		
Machinery—Extruding				Microfilming	American Microfilming Service Company New Haven
Standard Machinery Co The Mystic		Marking Devices	Hoggson & Pettis Mfg Co The New Haven		
Machinery—Metal-Working			Parker-Hartford Corporation (steel) Hartford		
Fenn Mfg Co The Newington		Marking Tools	Parker-Hartford Corporation Hartford		
Waterbury Farrel Foundry & Machine Co The Waterbury		Material Handling	Parsons Co Inc W A (tote pans) Durham		
Pratt & Whitney Co Inc West Hartford		Mats—Newspaper	ADS Inc Div CSW Plastic Types Inc Hartford		
Machinery—Nut			Lockwood Sons Inc Wm H Hartford		
Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury		Mattresses	Waterbury Mattress Co Waterbury		
Machinery—Screw and Rivet		Metal Boxes	Parsons Co Inc W A (tool kits) Durham		
Waterbury Farrel Foundry & Machine Co The Waterbury		Metal Boxes and Displays	Durham Mfg Co The (Designing & Mfg to customers specifications) Durham		
Machinery—Wire Drawing			Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombilt containers and displays) Durham		
Fenn Mfg Co The Newington			Middletown Mfg Co Middletown		
Waterbury Farrel Foundry & Machine Co The Waterbury			Charles Parker Co (sheet metal fabricators) Meriden		
Machinery—Wire Straightening		Metal Cleaners			
Mettler Machine Tool Inc New Haven			Enthone Inc Waterbury		
Machines			Enthone Inc New Haven		
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport			MacDermid Incorporated Waterbury		
Coulter & McKenzie Machine Co The (special, new development engineering design and construction)		Metal Finishes			
Bridgeport			New Haven		
Patent Button Company The Waterbury		Metal Finishing	Bridgeport		
Machines Automatic			Waterbury		
Globe Tapping Machine Co Bridgeport			Waterbury		
A H Nilson Mach Co The (Special) Bridgeport			Waterbury		
Standish Associates Fairfield			Waterbury		
Machines—Automatic Chucking				Mixing Equipment	Eastern Industries Inc New Haven
Bullard Company The Bridgeport					Gabb Special Products Div The E Horton & Son Co Windsor Locks
New Britain-Gridley Machine Division					
The New Britain Machine Co (multiple spindle and double end) New Britain				Mobile Radio	Connecticut Telephone & Electric Corp Meriden (Advt.)
Pratt & Whitney Co Inc (Potter & Johnson) West Hartford					
Machines—Brushing					
Fuller Brush Co The Hartford					
Machines—Contin-U-Matic					
Bullard Company The (vertical multi-spindle—continuous turning) Bridgeport					
Machines—Draw Benches					
Fenn Manufacturing Company The Newington					

IT'S MADE IN CONNECTICUT

Model Work	Otis Woven Awning Stripes	Phosphor Bronze
B & N Tool & Engineering Co (instruments and timing devices) Oakville	The Falls Company Norwich	American Brass Company The Waterbury
Mops	Oven Brazing	Bridgeport Brass Company Bridgeport
Fuller Brush Co The Hartford	Sight Light Div The American Machine & Foundry Co Deep River	Miller Company The (sheets, strips, rolls) Meriden
Motor Control Centers	Ovens—Electric	Seymour Mfg Co The Seymour
Distribution Assemblies Department, General Electric Co Plainville	Bauer & Company Inc Hartford	Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Motor-Generator Sets	Package Sealers	Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip) New Haven
Electric Specialty Co Stamford	Better Packages Inc Shelton	
Motor Overload Protectors	Packaging & Packing	
Sperry Products Inc Danbury	Mercer & Stewart Co The Hartford	
Motors—Electric Timing	Packing	
Cramer Controls Corporation The Centerbrook	Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown	
Motors—Synchronous	Raybestos Division of Raybestos-Manhattan Inc (Asbestos and Rubber Sheet) Bridgeport	
Cramer Controls Corporation The Centerbrook	Sargent & Company New Haven	
Electric Specialty Co Stamford	Waterbury Lock & Specialty Co The Milford	
Moulded Plastic Products	Yale & Towne Mfg Co Inc Stamford	
Butterfield Inc T F Naugatuck	Padlocks	
Patent Button Co The Waterbury	The Baker Goodyear Company New Haven	
Waterbury Companies Inc Waterbury	Pads—Office	
Watertown Mfg Co The 117 Echo Lake Road Watertown	Tredennick Paint Manufacturing Co The Meriden	
Mouldings	Paints	
Himmel Brothers Co The (architectural, metal and store front) Hamden	Staminate Corp The New Haven	
Moulds	Paints and Enamels	
ABA Tool & Die Co Manchester	Staminate Corp The New Haven	
Hoggson & Pettis Mfg Co The (steel) 114 Brewery St New Haven		
Parker-Hartford Corporation (compression, injection & transfer for plastics) Hartford	Panelboards—Lighting and Distribution	
Napper Clothing	Distribution Assemblies Department, General Electric Co Plainville	
Standard Card Clothing Co The (for textile mills) Stafford Springs	Panelyte	
Nettings	Leed Co The H A Hamden	
Wilcox Lace Corp The Middletown	Panta	
Newspaper Mats	Moore Special Tool Co (crush wheel dresser) Bridgeport	
Lockwood Sons Inc Wm H Hartford	Paperboard	
Nickel Anodes	Federal Paper Board Co Inc Montville, New Haven & Versailles	
Apothecaries Hall Co Waterbury	Gair Company Inc Robert Montville	
Nickel Silver	Robertson Paper Box Co Montville	
American Brass Company The Waterbury	New Haven Pulp and Board Co The New Haven	
Bridgeport Brass Company Thomaston		
Plume & Atwood Mfg Co The Seymour	Paper Box—Partitions	
Seymour Mfg Co The Seymour	American Rondo Corporation Hamden	
Waterbury Rolling Mills Inc (sheets, strips, rolls)	(specialty partitions)	
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip) New Haven	Paper Boxes	
Nickel Silver Ingot	Atlantic Carton Corp (folding) Norwich	
Whipple and Choate Company The Bridgeport	National Folding Box Co Div Federal Paper Board Co Inc (folding)	
Night Latches	New Haven & Versaille	
Sargent & Company New Haven	New Haven Board and Carton Co The New Haven	
Yale & Towne Mfg Co Inc Stamford	Mills Inc H J Bristol	
Non-ferrous Metal Castings	Robertson Paper Box Co (folding) Montville	
Miller Company The Meriden	Paper Boxes—Folding and Setup	
Charles Parker Co Meriden	Bridgeport Paper Box Company Bridgeport	
Nuts, Bolts and Washers	M Backes' Sons Inc Wallingford	
Clark Brothers Bolt Co Milldale		
Office Equipment	Paper Clips	
Pitney-Bowes Inc Stamford	H C Cook Co The (steel) 32 Beaver St Ansonia	
Underwood Corporation Bridgeport & Hartford		
Wassell Organization Inc Westport	Paper Mill Machinery	
Offset Printing	Farrel-Birmingham Company Inc Ansonia	
Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford	Paper Tubes and Cores	
	Sonoco Products Co (Climax-Lowell) Div Mystic	
Oil Burners	Parachute Cord	
Miller Company The (domestic) Meriden	Essex Mills Inc Essex	
Peabody Engineering Corp (Mechanical and/or Steam Atomizer)		
Silent Glow Oil Burner Corp The Stamford	Parallel Tubes	
1477 Park St	Sonoco Products Co (Climax-Lowell) Div Mystic	
Oil Tanks	Parking Meters	
Norwalk Tank Co The (550 to 30 M gals, underwriters above and under ground)	Rhodes Inc M H Hartford	
South Norwalk		
Whitlock Manufacturing Co The Hartford	Parts	
Oils—Cutting	Scovill Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, ordnance, etc.—blanked, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished)	
Anderson Oil Co Inc F E Portland	Farrel-Birmingham Company Inc Ansonia	
Open Knife Switches and Accessories	Pattern-Makers	
Trumbull Components Department, General Electric Co Plainville	Smith & Winchester Mfg Co The South Windham	
Optical Cores & Ingots	Pattern Shop	
Plume & Atwood Mfg Co The Thomaston	Bridgeport Metal Goods Mfg Co Bridgeport	
	Penlights	
	Andrew B Hendrix Co The New Haven	
	Pet Furnishings	

IT'S MADE IN CONNECTICUT

Plastics Machinery		Presses—Power		Reduction Gears
Black Rock Mfg Company The	Bridgeport	Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation)	Simsbury	Farrel-Birmingham Company Inc
Farrel-Birmingham Company Inc	Ansonia	Waterbury Farrel Foundry & Machine Co The	Waterbury	Snow-Nabstdt Gear Corp The
Plastics Plated—Gold & Silver				Ansonia New Haven
Donham Craft Inc	Thomaston			Refactories
Plastics—Moulds & Dies		Pressure Vessels		Howard Company
Crown Tool & Die Co Inc	Bridgeport	Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70)	South Norwalk	Mullite Refractories Company The
Parker-Hartford Corporation (for plastics)	Hartford	Whitlock Manufacturing Co The	Hartford	New Haven Shelton
Plasticrete Bloc		Printing		Refrigeration
Plasticrete Corp	Hamden	Bussmann Press Inc	New Haven	Dunham-Bush Inc
Plasters		Case Lockwood & Brainard A Division of Connecticut Printers Inc	Hartford	West Hartford
Acme Chromium Plating Co	New Haven	Finlay Brothers	Hartford	Regulators
Christie Plating Co	Groton	Heminway Corporation The	Waterbury	Norwalk Valve Company (for gas and air)
City Plating Works	Bridgeport	Hildreth Press	Bristol	South Norwalk
Patent Button Co The	Waterbury	Hunter Press	Hartford	Sorensen & Company Inc
Water Plating Company	Waterbury	Lehman Brothers Inc	New Haven	Stamford
Chromium Process Company The	(Chromium Plating only)	Taylor & Greenough Co The	Wethersfield	Research & Development
Platemakers Hall Company	Waterbury	T B Simonds Inc	Hartford	Raymond Engineering Laboratories (Electro-Mechanical)
Comco Inc Div of Enthone Inc	New Haven	A D Steinbach & Sons	New Haven	Middletown
Lea Manufacturing Co The	Waterbury	The Walker-Rackliff Company	New Haven	Resistance Wire
MacDermid Incorporated	Waterbury			C O Jeiff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum)
Platers Metal		Printing Machinery		Kantthal Corporation The
Plume & Atwood Mfg Co The	Thomaston	Banthin Engineering Co (automatic)	Bridgeport	Southport
Plating		Thomas W Hall Company	Stamford	Stamford
Christie Plating Co The (including lead plating)	Groton			Respirators
City Plating Works Inc	Bridgeport	Printing Plates		American Optical Company Safety Products
Superior Plating Co	Bridgeport	ADS Inc Div CSW Plastic Types Inc	Hartford	Division Putnam
		Lockwood Sons Inc Wm H	Hartford	Resuscitators
Plating on Metals & Plastics				Cycle-Flo Company The
Donham Craft Inc	Thomaston	Printing Rollers		Milford
Plating Processes and Supplies		Chambers-Stork Company Inc The (engraved)	Norwich	
Enthone Inc	New Haven			Retainers
United Chromium Incorporated	Waterbury			Hartford Steel Ball Co The (bicycle & automotive)
Plumbers' Brass Goods		Production Control Equipment		Rigid Plastic Sheet Material
Bridgeport Brass Co	Bridgeport	Ripley Company Inc	Middletown	Gilman Brothers Company, The
Keeney Mfg Co The (special bends)	Newington	Wassell Organization Inc	Westport	Gilman
Scovill Manufacturing Company	Waterbury			
48		Profilers		
Plumbing Specialties		Pratt & Whitney Co Inc	West Hartford	
Risdon Manufacturing Co	John M Russell Div			Propellers—Aircraft
	Naugatuck			Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)
Pole Line Hardware				Windsor Locks
Malleable Iron Fittings Co	Branford			
Police Equipment				Protective Coatings
The Smith-Worthington Saddlery Co	Hartford			Bischoff Chemical Corporation (Peelable Plastic Coatings)
Polishing				Ivoryton
Mirror Polishing & Buffing Co	Waterbury			Harrison Company The A S (Waxes)
Polishing & Buffing				South Norwalk
General Polishing & Buffing	Bridgeport			
Poly Chokes		Publishers		
Poly Choke Company The (a shotgun choking device)	Tariffville	O'Toole & Sons Inc The	Stamford	
Postage Meters				
Pitney Bowes Inc	Stamford			Pumps
Potentiometers—Electronic				Sumo Pumps Inc (Deep-well electro-submersible)
Bristol Company The	Waterbury			Stamford
Precision Electronic Chassis				Yale & Towne Mfg Co The
Saybrook Manufacturing Inc	Old Saybrook			Stamford
Precision Machine Tool Spindles		Pumps—Small Industrial		
Whitmon Manufacturing Co (for milling, grinding, boring & drilling)	Farmington	Eastern Industries Inc	New Haven	
Precision Manufacturing				
Newton Co The (aircraft parts)	Manchester			Punches
Precision Revolving Machinery				Hoggson & Pettis Mfg Co The (ticket & cloth)
Whitmon Manufacturing Co	Farmington			141 Brewery St New Haven
Precision Springs & Wire Forms				
Rowley Spring Co Inc The	Bristol			Putty Softeners—Electrical
Pre-Cut Cottages				Fletcher Terry Co The Box 415 Forestville
Federal Homes Corporation	Canaan			
Pre-Engineered Homes				Pyrometers
Federal Homes Corporation	Canaan			Bristol Co The (recording and controlling)
Premium Specialties				Waterbury
Waterbury Companies Inc	Waterbury			
Preservatives—Wood, Rope, Fabric				Radiation—Finned Copper
Darworth Incorporated ("Cuprinol") ("Cellu-san")	Simsbury			Bush Manufacturing Co West Hartford
Pressboard				G & O Manufacturing Company The
Case & Risley Press Paper Co (genuine)	Oneoco			New Haven
Press Papers				Vulcan Radiator Co The (steel and copper)
Case Brothers Inc	Manchester			Hartford
Presses				
Farrel-Birmingham Company Inc (Hydraulic)				Radiators—Engine Cooling
				G & O Manufacturing Co New Haven
				Radiographic Inspection
				State Testing Laboratory Bridgeport
				Ratchet Offset Screw Driver
				Chapman Co J W Durham
				Rayon Staple Fiber
				Hartford Rayon Corp The Rocky Hill
				Reamers
				Atrax Company The (solid carbide) Newington
				Pratt & Whitney Co Inc (All types) West Hartford
				Record Equipment
				Wassell Organization Inc (filing equipment) Westport
				Recorders
				Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury

IT'S MADE IN CONNECTICUT

Rubber Latex Compounds and Dispersions
Naugatuck Chemical Division United States
Rubber Co (coating, impregnating and adhesive compounds) Naugatuck

Rubber—Latex Foam

B F Goodrich Sponge Products Division Shelton
Rubber Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Rubber—Molded Specialties

Airex Rubber Prod Corp Portland
Canfield Co The H O Bridgeport
Seamless Rubber Company The New Haven

Rubber Products

Airex Rubber Prod Corp Portland

Rubber Printing Plates

ADS Inc Div CSW Plastic Types Inc Hartford
Lockwood Sons Inc Wm H Hartford

Rubber Products—Mechanical

American Felt Co Glenville
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown
Canfield Co The H O Bridgeport
Seamless Rubber Company The New Haven

Rubber—Reclaimed

Naugatuck Chemical Division United States
Rubber Co Naugatuck

Rubbers

Naugatuck Chemical Div U S Rubber Co (special synthetic) Naugatuck

Rubbish Burners

John P Smith Co The 423-33 Chapel St New Haven

Rust Preventives

Anderson Oil Co Inc F E Portland
Enthone Inc New Haven

Rust Removers

Enthone Inc New Haven

Saddlery

The Smith-Worthington Saddlery Co Hartford
Safety Clothing

American Optical Company Safety Products Division Putnam

Safety Fuses

Ensign-Bickford Co The (mining & detonating) Simsbury

Safety Gloves and Mittens

American Optical Company Safety Products Division Putnam

Safety Goggles

American Optical Company Safety Products Putnam

Safety Switches

Trumbull Components Department, General Electric Co Plainville

Saw Blades—Hack

Capewell Mfg Co The Hartford
Thompson & Son Co The Henry G. New Haven

Saw Blades—Hack & Band

Capewell Manufacturing Company Hartford

Saw—Hole

Thompson & Son Co The Henry G. New Haven

Saws, Band, Metal Cutting

Atlantic Saw Mfg Co New Haven
Thompson & Son Co The Henry G. New Haven

Scissors

Acme Shear Company The Bridgeport
Screens

Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

Screw Caps

Weimann Bros Mfg Co The (small for bottles) Derby

Screw Machines

H P Townsend Mfg Co The Elmwood
Screw Machine Products

Accurate Screw Products Inc (B & S Swiss & Davenport) Southington
Apex Tool Co Inc The Bridgeport

Auto Electric Screw Machine Co Inc Bridgeport
Blake & Johnson Co The Waterville

Consolidated Industries West Cheshire
Dependable Automatic Screw Co Waterbury

Eastern Machine Screw Corp The Waterbury
Truman & Barclay Sts New Haven

Fairchild Screw Products Inc Winfield
Franklin Screw Machine Co The (up to 1½" capacity) Hartford

Garthwait Mfg Co A E (up to and incl ½") Waterbury

Greist Mfg Co The (Up to 1½" capacity) New Haven

Horberg Grinding Industries Inc (Heat treated and ground type only) 19 Staples Street Bridgeport

Humason Mfg Co The Forestville
Independent Screw Machine Products (up to an incl 1½" capacity) Hartford

Junior Screw Machine Products Inc West Haven

Screw Machine Products (Cont.)

Lowe Mig Co The Wethersfield
Main Screw Machine Products (davenport & automatics exclusively) Waterbury

National Automatic Products Company The Berlin

Nelson's Screw Machine Products Plantsville

New Britain Machine Company The New Britain

New Haven Screw Machine Prods Inc Milford

Newton Screw Machine Products Co Plainville

Olson Brothers Company (up to ¾" capacity) Plainville

Olson & Sons R P Southington

Plume & Atwood Mfg Co The Thomaston

Scovill Manufacturing Company Waterbury 91

United Screw Machine Co Thomaston

Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport) Waterbury

Screw Machine Tools

American Cam Company Inc (Circular Form Tools) Hartford

Pratt & Whitney Co Inc (Reamers, Taps, Dies, Blades and Knurls) West Hartford

Somma Tool Co (precision circular form tools) Waterbury

Screws

American Screw Company Williamantic

Atlantic Screw Works (wood) Hartford

Blake & Johnson Co The (machine and wood) Watervill

Bristol Company The (socket set and socket cap screws) Waterbury

Clark Brothers Bolt Co Milldale

Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford

Scovill Manufacturing Company Waterbury 91

Superior Manufacturing Co The Winsted

Screws—Socket

Allen Manufacturing Company The Hartford

Bristol Co The Waterbury

Holo-Krome Screw Corp The West Hartford

Service Entrance Equipment Plainville

Trumbull Components Department, General Electric Co Plainville

Sewing Machines

Greist Mfg Co The (Sewing Machine attachments) 503 Blake St New Haven

Merrow Machine Co The (Industrial) Hartford

Singer Manufacturing Company The (Industrial) Bridgeport

Shaving Soaps

J B Williams Co The Glastonbury

Shears

Acme Shear Co The (household) Bridgeport

Sheet Metal Products

American Brass Co The (brass and copper) Waterbury

Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham

Charles Parker Co (sheet metal fabricators) Meriden

Parsons Co Inc W A (fabricators) Durham

Plume & Atwood Mfg Co The Thomaston

United Manufacturing Co Division of The W L Maxson Corp Hamden

Sheet Metal Stampings

American Brass Company The Waterbury

American Buckle Co The West Haven

DooVal Tool & Mfg Inc The Naugatuck

J H Sessions & Son Bristol

Patent Button Co The Waterbury

Plume & Atwood Mfg Co The Thomaston

Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Steel

Dolan Steel Company Inc Bridgeport

Shell Cores

Victors Brass Foundry Inc Guilford

Shell Molding

Victors Brass Foundry Inc Guilford

Shells

Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw) Waterbury

Wolcott Tool and Manufacturing Company Inc Waterbury

Shipment Sealers

Better Packages Inc Shelton

Showcase Lighting Equipment

Wiremold Company The Hartford

Signals

H C Cook Co The (for card files) 32 Beaver St Ansonia

Signs

Arnco Sign Co (plastic, neon, porcelain & stainless steel) Meriden

Berger Sign Co (neon electric-porcelain enamel-stainless steel) Hartford

Silk Screen Process Printing

Norton Co R H New Haven

Silk Screen Printing

Sirocco Screenprints New Haven

Silk Screening on Metal

Merriam Mfg Co (Displays and Specialties, to order) Durham

Silver & Gold Plating

Donham Craft Inc (on metals & plastics) Thomaston

Simulators

Reflectone Corporation The Stamford

Sintered Metal Products

Raybestos Division of Raybestos-Manhattan Inc Bridgeport

Sizing and Finishing Compounds

American Cyanamid Company Waterbury

Slide Fasteners

G E Prentice Mfg Co The Kensington

North & Judd Manufacturing Co New Britain

Scovill Manufacturing Company (GRIPPER zippers) Waterbury

Smoke Stacks

Bigelow Company The (steel) New Haven

Northwalk Tank Co The South Norwalk

Snap Fasteners

Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

Soap

J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Special Machinery

Banthin Engineering Company (complete and/or parts) Bridgeport

Boesch Mfg Co Inc Danbury

Black Rock Mfg Company The Bridgeport

Farrel-Birmingham Company Inc Ansonia

Federal Machine & Tool Co Bristol

Fenn Mfg Co The Newington

Hartford Special Machinery Co The Elmwood

National Sheradizing & Machine Co (mandrels & stock shells for rubber industry) Hartford

Standish Associates Fairfield

Swan Tool & Machine Co The Hartford

Tucker Machine Co North Haven

Special Parts

Fenn Mfg Co The Newington

Greist Mfg Co The (small machines, especially precision stampings) New Haven

J H Sessions & Son Bristol

Spinnings

Gray Manufacturing Company The Hartford

Spline Milling Machines Elmwood

Townsend Mfg Co The H P Elmwood

Sponge Rubber

B F Goodrich Sponge Products Division Shelton

Spotwelding

Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys) Stratford

Spray Painting Equipment and Supplies Lea Manufacturing Company The Waterbury

Spring Coiling Machines Torrington

Spring Presses Elmwood

Townsend Mfg Co The H P Elmwood

Spring Units

Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Spring Washers

Barnes Co The Wallace Div Associated Spring Corp

Springs—Coil & Flat

Barnes Co The Wallace Div Associated Spring Corp

Barrett Co William L Bristol

Bristol Spring Manufacturing Co Plainville

Foursome Manufacturing Co Bristol

Humason Mfg Co The Forestville

Newcomb Spring Corp The Southington

New England Spring Manufacturing Company Unionville

Peck Spring Co The Plainville

Springs—Flat

Barnes Co The Wallace Div Associated Spring Corp

Bristol Spring Manufacturing Co Plainville

Foursome Manufacturing Co Bristol

Humason Mfg Co The Forestville

Peck Spring Co The Plainville

Springs—Furniture

Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

(Advt.)

IT'S MADE IN CONNECTICUT

Springs—Wire	Surgical Dressings
Barnes Co The Wallace Div Associated Spring Corp	Acme Cotton Products Co Inc East Killingly
Bristol Spring Manufacturing Co Plainville	Seamless Rubber Company The New Haven
Colonial Spring Corporation The Hartford	
Connecticut Spring Corporation The (compression, extension, torsion) Hartford	
Foursome Manufacturing Co Bristol	Surgical Rubber Goods
Humason Mfg Co The Forestville	Seamless Rubber Company The New Haven
D R Templeman Co (coil and torsion) Plainville	
J W Bernston Company (coil and torsion) Plainville	
Newcomb Spring Corp The Southington	Swaging Machinery
Peck Spring Co Plainville	Fenn Mfg Co The Newington
Springs, Wire & Flat	Switchboards
Peck Spring Co Plainville	Distribution Assemblies Department, General Electric Co Plainville
Sprinklers	Switchboards Wire and Cables
Scovill Manufacturing Company (GREEN SPOT)	Rockbestos Products Corp (asbestos insulated) New Haven
Stamped Metal Products	Switches—Electric
American Brass Company The Waterbury	General Electric Company Bridgeport
Stampings	Synthetic Fabrics
C & H Mfg Co Inc Watertown	American Felt Co Glenville
Donahue Mfg Co Inc Watertown	
DooVal Tool & Mfg Inc The Naugatuck	
Foursome Manufacturing Co Bristol	Tabulating Equipment—Manual
Joma Tool Co Wolcott	Denominator Company Inc Woodbury
Plume & Atwood Mfg Co The (small) Thomaston	Veeder-Root Incorporated Hartford
Saybrook Manufacturing Inc Old Saybrook	
Scovill Manufacturing Company aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled)	
Stanley Pressed Metal New Britain	Tanks
	Bigelow Company The (steel) New Haven
Stampings—Small	Comco Inc Div of Enthone Inc (steel, alloy and lined) New Haven
Acme Shear Co The Bridgeport	Connecticut Welders Inc (steel, alloy & lined) Wallingford
Barnes Co The Wallace Div Associated Spring Corp	Norwalk Tank Co The South Norwalk
Barrett Co William L. Bristol	Rolock Inc (Alloy) Fairfield
Bristol Spring Manufacturing Co Plainville	Storts Welding Company (steel and alloy) Meriden
Greist Manufacturing Co The New Haven	
Humason Mfg Co The Forestville	
	Tap Extractors
Stamps	Walton Company The West Hartford
Hoggson & Pettis Mfg Co The (steel) New Haven	
141 Brewery St	Tape
Parker-Hartford Corporation (steel) Hartford	Russell Manufacturing Company The (woven cotton and woven glass tape) Middletown
Stationery Specialties	Tapes—Industrial Pressure Sensitive
American Brass Company The Waterbury	Seamless Rubber Company The New Haven
Steel—Alloy and Stainless Bars	
Northeastern Steel Corporation Bridgeport	
	Tape Recorders
Steel Castings	Conn Telephone & Electric Corp Meriden
Hartford Electric Steel Corp The (Carbon, low alloy and stainless steel and Ductile iron)	
Malleable Iron Fittings Co Branford	Taps
Nutmeg Crucible Steel Co Branford	Hanson-Whitney Company The Hartford
	Pratt & Whitney Co Inc West Hartford
Steel—Cold Finished Bars	
Northeastern Steel Corporation Bridgeport	Tarred Lines
Steel—Cold Rolled Spring	Brownell & Co Inc Moodus
Barnes Co The Wallace Div Associated Spring Corp	
	Telemetering Instruments
Steel—Cold Rolled Stainless	Bristol Co The Waterbury
Urbich Stainless Steels Wallingford	
Wallingford Steel Company Wallingford	Television—Radio
	Junior Screw Machine Products Inc West Haven
Steel—Cold Rolled Strip	
Stanley Works The New Britain	Testers—Insulation
Steel—Cold Rolled Strip and Sheets	McNeal J D New Haven
Detroit Steel Corporation New Haven	
Wallingford Steel Company Wallingford	Testers—Insulation Wire & Cable
	Davis Electric Company Wallingford
Steel Goods	
Merriam Mfg Co (sheets products to order)	Testers—Nondestructive, Ultrasonic
	Sperry Products Inc Danbury
Steel—Ground Flat Stock	
Thompson & Son Co The Henry G. New Haven	Textile Machinery
	Merrow Machine Co The Hartford
Steel—Hot Roll Bars	2814 Laurel St
Northeastern Steel Corporation Bridgeport	
Steel Rolling Rules	Textile Printing Gums
Waterbury Lock & Specialty Co The Milford	Polymer Industries Inc Springfield
	Textile Processors
Steel Strapping	American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics) Rockville
Stanley Works The New Britain	
Stereotypes	Thermometers
ADS Inc Div CSW Plastic Types Inc Hartford	Bristol Co The (recording and automatic control) Waterbury
New Haven Electrotype Div Electrographic Corp New Haven	Manning Maxwell & Moore Inc Stratford
	Thin Gauge Metals
Stop Clocks, Electric	Plume & Atwood Mfg Co The Thomaston
H C Thompson Clock Co The Bristol	Thinsheet Metals Co The (plain or tinned in rolls) Waterbury
Storage Batteries	Thread
R A E Storage Battery Mfg Co Glastonbury	American Thread Co The Willimantic
	Belding Hemingway Cortelli Putnam
Straps, Leather	Max Pollack & Co Inc Groton and Willimantic
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middlebury	Wm Johl Manufacturing Co Mystic
	Thread Chasers
Strip Steel	Geometric Tool Division, Greenfield Tap & Die Corp New Haven
Dolan Steel Company Inc Bridgeport	
Structural Mouldings	
Leed Co The H A Hamden	Thread Gages
	Hanson-Whitney Company The Hartford
Studio Couches	Pratt & Whitney Co Inc West Hartford
Waterbury Mattress Co Waterbury	
Super Refractories	Thread Milling Machines
Mullite Refractories Company The Shelton	Hanson-Whitney Company The Hartford
	Pratt & Whitney Co Inc West Hartford
Surface Metal Raceway & Fittings	Thread Rolling Machinery
Wiremold Company The Hartford	Hartford Special Machinery Co The Hartford
	Threading Machines
Grant Mfg & Machine Co The (double end automatic)	Bridgeport
	Timers, Interval
	A W Haydon Co The Waterbury
	H C Thompson Clock Co The Bristol
	Cramer Controls Corporation The Centerbrook
	Rhodes Inc M H Hartford
	Timing Devices
	B & N Tool & Engineering Co (development and model work) Oakville
	Cramer Controls Corporation The Centerbrook
	A W Haydon Co The Waterbury
	Lux Clock Manufacturing Company Waterbury
	Rhodes Inc M H Hartford
	Seth Thomas Clocks Thomaston
	United States Time Corporation The Waterbury
	Timing Devices & Time Switches
	A W Haydon Co The Waterbury
	Lux Clock Manufacturing Company Waterbury
	M H Rhodes Inc Hartford
	Tinning
	Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury
	Wilcox-Crittenden Div North & Judd Mfg Co Middletown
	Tires
	Armstrong Rubber Company The West Haven
	Tokens
	Scovill Manufacturing Company (bus, street car and subway fare) Waterbury
	Tool Bits
	Thompson & Son Co The Henry G. New Haven
	Tool Chests
	Vanderman Manufacturing Co The Willimantic
	Tool Hardening
	Commercial Metal Treating Co Bridgeport
	Tools
	B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive) Oakville
	Hoggson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven
	Tools & Dies
	C & H Mfg Co Inc Watertown
	Lambro Tool-Die & Mfg Co Bridgeport
	Metropolitan Tool & Die Hartford
	Moore Special Tool Co Bridgeport
	Swan Tool & Machine Co The Hartford
	Tools, Dies & Fixtures
	Greist Mfg Co The New Haven
	Tools, Dies, Jigs & Fixtures
	Joma Tool Co Wolcott
	Lyons Tool & Die (modelwork, jig boring) Meriden
	Otterbein Co J A Middletown
	Telke Tool & Die Mfg Co New Britain
	Tools, Fixtures, Gauges
	Fredericks Tool Co J F West Hartford
	Toroidal Winding Machines
	Boesch Mfg Co Inc Danbury
	Totalizers
	Reflectone Corporation The Stamford
	Toys
	Geo S Scott Mfg Co The Wallingford
	Gilbert Co The A C New Haven
	Gong Bell Co The East Hampton
	N N Hill Brass Co The East Hampton
	Waterbury Companies Inc Waterbury
	Transformers
	Berkshire Transformer Corp The New Milford
	Dano Electric Company Winsted
	Trucks—Commercial
	Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies) Bridgeport
	Trucks—Industrial
	George P Clark Co Windsor Locks
	Truck—Lift
	Excelsior Hardware Co The Stamford
	George P Clark Co Windsor Locks
	Trucks—Skid Platforms
	Excelsior Hardware Co The (lift) Stamford
	Tube Bending
	Donahue Mfg Co Inc Watertown
	Tube Clips
	H C Cook Co The (for collapsible tubes) Ansonia
	32 Beaver St Weismann Bros Mfg Co The (for collapsible tubes) Derby
	Tube Fittings
	Scovill Manufacturing Company (UNIFLARE flared tube and LOXIT compression tube) Waterbury
	Tubers
	Standard Machinery Co The (tubers for both rubber and plastic industries) Mystic
	Tubes—Collapsible Metal
	Sheffield Tube Corp The New London (Advt.)

IT'S MADE IN CONNECTICUT

Tubing	American Brass Co The (brass and copper) Waterbury	Washers	American Felt Co (felt) Glenville	Wire Arches & Trellises	Hartford Wire Works Co The Hartford
Bridgeport Brass Company (brass and copper) Bridgeport	G & O Manufacturing Co (finned) New Haven	Auburn Manufacturing Company The (all materials) Middletown	Blake & Johnson The (brass, copper & non-ferrous) Waterville	John P Smith Co The 423-33 Chapel St	New Haven
G & O Manufacturing Co (finned) New Haven	Scoville Manufacturing Company (Brass and Copper) Waterbury 91	Clark Brothers Bolt Co Milldale	Humphrey Fabricating Corp Unionville		
Scoville Manufacturing Company (Brass and Copper) Waterbury 91	Plume & Atwood Mfg Co The (brass & copper) Thomaston	J H Rosenbeck Inc Torrington	Saling Manufacturing Company (made to order) Unionville		
Tubing—Flexible Metallic	American Brass Co Metal Hose Branch Waterbury				
Tubing—Heat Exchanger	American Brass Company The Waterbury				
Scoville Manufacturing Company Waterbury 91					
Tumbling Barrels and Accessories	Wheeler Company The G. E. New Haven				
Tumbling Equipment & Supplies	Esbec Barrel Finishing Corp Byram	Washers—Felt	American Felt Co Glenville	Wire Baskets	Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport
Esbec Barrel Finishing Corp Meriden		Chas W House & Sons Inc (Mills & Cutting Plant) Unionville			
Tumbling Service					
Turntables	Macton Machinery Company Inc (industrial & display) Stamford	Watches	E Ingraham Co The Bristol	Wire Cloth	Hartford Wire Works Co The C O Jeliff Mfg Co The (all metal, all meshes) Southport
Royal Typewriter Co Inc Hartford	Underwood Corporation Hartford	United States Time Corporation The Waterbury		Pequot Wire Cloth Co Inc Rockland Inc (Alloy) John P Smith Co The John P	Norwalk Fairfield New Haven
Typewriters—Portable	Royal Typewriter Company Inc Hartford				
Royal Typewriter Company Inc Underwood Corporation	Hartford	Water Deionizers	Penfield Mfg Co Meriden	Wire Dipping Baskets	Hartford Wire Works Co The John P Smith Co The 423-33 Chapel St
Typewriter Ribbons and Supplies	Royal Typewriter Company Inc Hartford				New Haven
Royal Typewriter Company Inc Underwood Corporation	Hartford	Water Heaters	Whitlock Manufacturing Co The (instantaneous & storage) Hartford	Wire Drawing Dies	Waterbury
Hartford and Bridgeport				Waterbury Wire Die Co The	
Ultrasonic Processing Equipment	General Ultrasonics Co The Hartford	Water Heaters—Electric	Bauer & Company Inc Hartford	Wire Forming Machinery	Torrington Manufacturing Company The
Underclearer Rolls	Sonoco Products Co (Climax-Lowell Div) Mystic	Water Heaters—Gas or Kerosene	Holyoke Heater Corp of Conn Inc Hartford		Torrington
Vacuum Bottles and Containers	American Thermos Products Co Norwich	Waxes	Harrison Company The A S (and other protective coatings) South Norwalk	Wire Formings	G E Prentice Mfg Co The Kensington
Vacuum Cleaners	Electrolux Corporation Old Greenwich	Saling Manufacturing Company (Hammer & axe) Unionville		Master Engineering Company West Cheshire	North & Judd Manufacturing Co New Britain
Spencer Turbine Co The	Hartford			Peck Spring Co Plainville	Turner & Seymour Manufacturing Co The
Valves—Automobile Tire	Bridgeport Brass Company Bridgeport	Welding	Aircraft Welding & Mfg Co Inc (aluminum, stainless steel, magnesium) Hartford	Verplex Company The	Torrington Essex
Norwalk Valve Company (sensitive check valves) South Norwalk		Connecticut Welders Inc (fabrication & repairs) Wallingford			
Valves—Aircraft	Bridgeport Thermostat Div Robertshaw-Fulton Controls Co Milford	Wedges	Farrel-Birmingham Company Inc Ansonia	Wire Forms	Barnes Co The Wallace Div Associated Spring Corp
Valves—Radiator Air	Bridgeport Brass Company Bridgeport	Saling Manufacturing Company (Hammer & axe) Unionville	G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven	Bristol Spring Manufacturing Co Plainville	Bristol
Valves—Relief & Control	Beaton & Caldwell Mfg Co New Britain		Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford	Colonial Spring Corporation The Hartford	Hartford
Valves—Safety & Relief	Manning Maxwell & Moore Inc Stratford	Welding—Lead	Wallingford	Foursome Manufacturing Co Bristol	Bristol
Vanity Boxes	Bridgeport Metal Goods Mfg Co Bridgeport	Storts Welding Company (tanks and fabrication) Meriden		Gemco Manufacturing Co Inc Southington	
Plume & Atwood Manufacturing Co Thomaston	Plume & Atwood Manufacturing Co Thomaston			Humason Mfg Co The Forestville	
Scovill Manufacturing Company Waterbury	Scovill Manufacturing Company Waterbury	Welding Rods	Holyoke Heater Corp of Conn Inc Hartford	Unionville	
Varnishes	Staminite Corp The New Haven	Church Co The Stephen B Seymour		Peck Spring Co Plainville	
Velvets	American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc) Stonington	Wells	Templeman Co D R Terryville	Plainville	
Leiss Velvet Mfg Co Inc The Willimantic	Willimantic	George P Clark Co Windsor Locks		Terryville Manufacturing Co	
Venetian Blinds	Findell Manufacturing Company Manchester Jennings Company The S Barry New Haven	Wicks			
New England Shade & Blind Co Inc Durham		American Felt Co Glenville			
Venetian Blind Tape	Russell Manufacturing Company The (woven cotton and woven plastic) Middletown	Auburn Manufacturing Company The (felt, asbestos)			
Ventilating Systems	Colonial Blower Company Plainville	Plume & Atwood Mfg Co The Middlebury			
Vertical Shapers	Pratt & Whitney Co Inc West Hartford	Window & Door Guards	Hartford Wire Works Co The Hartford		
Vibrators—Pneumatic	Branford Co The (industrial) New Haven	Smith Co The John P New Haven			
Vinyl Extrusion & Moulding Compounds	Electronic Rubber Co Stamford	Window Shades	New England Shade & Blind Co Inc Durham		
Vises	Charles Parker Co The Meriden	Wiping Cloths	Federal Textile Corporation New Haven		
Continental Wire Corp (for industrial and military applications) Wallingford	Fenn Manufacturing Company The (Quick-Action Vises) Newington	Wire	American Brass Company The Waterbury		
Vanderbilt Manufacturing Co The (Combination Bench Pipe) Willimantic	Willimantic	Atlantic Wire Co The (steel) Branford	Bartlett Hair Spring Wire Co The (hair spring) North Haven		
Wall Paper	Stamford Wall Paper Co Inc Stamford	Bridgeport Brass Company (brass and silicon bronze) Bridgeport	Bartlett Hair Spring Wire Co The (hair spring) North Haven		
		Bristol Brass Corp The (brass & bronze) Bristol			
		Driscoll Wire Co The (steel) Shelton			
		Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted			
		Platt Bros & Co The (zinc wire) Waterbury			
		P O Box 1030			
		Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston			
		Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91			
		Wire and Cable			
		Continental Wire Corp (for industrial and military applications) Wallingford			
		General Electric Company (for residential, commercial and industrial applications) Bridgeport			
		Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven			

COLONIAL

Industrial Ventilating and
Dust Collecting Equipment



Fans and Blowers
All Types Dust Collectors

We specialize in the design,
manufacture and installation
of complete dust collecting,
ventilating, fume removal
and conveying systems for
industry.

*Our engineering staff
is at your service.*

Write or Phone

THE
COLONIAL BLOWER CO.

54 Lewis St.
Plainville, Conn.
Phone Sherwood 7-2753



Book News

Contributed by the Business,
Science & Technology Dept., Hartford
Public Library.

◆ MANAGEMENT IN ACTION,
by Lawrence A. Appley, American
Management Association, New York,
c1956.

A book on the "art of getting things
done through people," conveying the
author's firm belief that good human
relations is not just part of the manage-
ment job—it is the entire job. Style is
readable, and chapters are brief.

◆ THE PRACTICE OF UNIONISM,
by Jack Barbash. Harper, New York,
c1956.

A study of the labor union in 1933
and after, and especially during the
time following the enactment of the
Taft-Hartley law in 1947. Covers such
union functions as organizing, collective
bargaining, strikes, and politics.
Illustrated from authentic union
sources.

◆ BUSINESS CONCENTRATION
AND PRICE POLICY. Princeton University
Press, Princeton, 1955.

A book attempting to answer such
questions as "How does industrial con-
centration affect pricing policy and
marketing relationships?" and "What
are the comparative efficiencies of large
and small enterprises?" Taken from
papers and discussions at the Conference
of the Universities-National Bureau
Committee for Economic Research
held at Princeton University in June,
1952.

◆ HOW TO ORGANIZE AND OP-
ERATE A SMALL BUSINESS, by
Pearce C. Kelley and Kenneth Lawyer.
Prentice-Hall, Englewood Cliffs, N. J.,
1955. (second ed.)

A book to help the potential small
businessman decide if he wants to be
an independent enterpriser, what field
would best suit him, and how to deal
with the many problems which make
small business today such a precarious
undertaking. Should also be useful to
salesmen and purchasing agents.

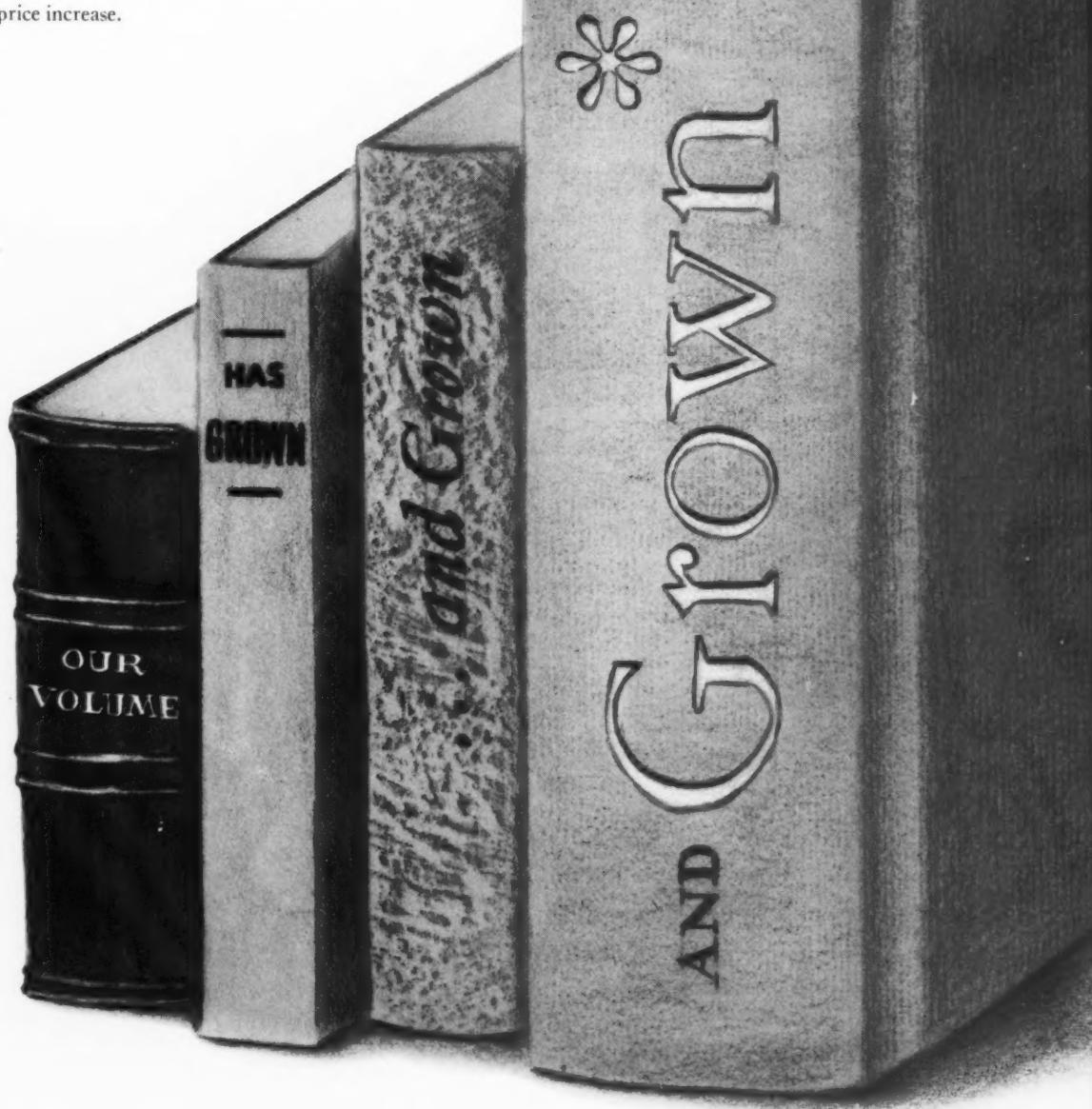
◆ THE BIG BUSINESS EXECU-
TIVE — THE FACTORS THAT
MADE HIM, 1900-1950, by Mabel
Newcomer. Columbia University Press,
N. Y., 1955.

A survey of business executives, at-
tempting to determine their total busi-
ness and training experience, their re-
ligious and political affiliations, and
education. The author covers three
"generations" of executives—1900,
1925 and 1950, and has tabulated her
findings into a great many tables.

Advertising Index

Abel & Co., Inc., Robert	25
American Thread Co., The	27
Airkem Service Co. of New England	28
Allen, Russell & Allen	22
Anderson-Nichols & Co.	15
Auburn Mfg. Co.	35
Avery & Saul	21
Ballard Oil Company, The	
	Outside Back Cover
Barney's of Hartford	22
Barnes Co., Wallace	40
Champlin Box Co.	22
Chase Brass & Copper Co.	26
Church Co., The Stephen B.	30
Clark Bros. Bolt Co.	30
Colonial Blower Co.	64
Connecticut Medical Service	29
Connecticut Utility Companies	20
Connecticut Printers, Inc.	
	Inside Back Cover
CSW Plastic Types, Inc.	38
Danbury Square Box Co.	45
Detroit Steel Corporation	19
Dictaphone Corporation	33
Dolan Steel Co.	51
Dolge Co., C. B.	38
Dowd, Wyllie & Olson, Inc.	17
Eastern Elevator Co., Inc.	17
Enthone, Inc.	23
Fritzell Foundry & Casting Co.	24
Fuller Brush Co.	3
Griffin, Inc., John F.	24
Gross, Julian & Associates	45
H-B Machinery & Supply Co.	22
Hall Co., Inc., Thomas W.	22
Hartford Special Machinery Co.	18
Horton Company, The	48
Howard Company	26
Humphrey Fabricating Corp.	46
Jolley, Burton E.	32
Jones Co., T. A. D.	4
Liberty Mutual Insurance Co.	14
McGuire Bros., Inc.	41
Merchants Chemical Co., Inc.	47
Mills, Inc., H. J.	26
Morris Co., The Robert E.	18
Morrissey & Cheney	45
New England Chapter, American Ma- terials Handling Society	42
New Haven Electrotyping Div., Electro- graphic Corporation	50
Newton Company, The	18
Nutmeg Crucible Steel Co.	26
Packard, New England Distributors, Inc.	43
Plocar Co., John J.	46
Portland Cement Association	39
Pratt & Whitney Co., Inc.	44
Sessions & Sons, J. H.	32
Sherman Transfer Co., The Roger	36
Smith & Winchester Mfg. Co.	26
Souther Engineering Co., The Henry	26
Southern New England Telephone Co.	
	Inside Front Cover
Sprague Electrical Supplies, Inc.	18
Standish Associates	49
Stanley Works	16
Swan Tool & Machine Co.	18
Suburban Propane Gas Corp.	31
Travelers Insurance Co.	34
Walters Business Forms, Inc.	37
Wiremold Company	16
Wittstein, Jack	18
Wyatt, Inc.	2
Young & Associates, R. H.	
	50

* Our annual report shows a 20% increase in volume in 1956
WITHOUT price increase.



And as our volume has grown year by year, once in a while we've almost had to groan, too. We've sometimes felt as if we were bursting at the seams, but always there has been the immediate endeavor to strengthen those seams. Somehow more and more people seem to like to have us do their printing, possibly because we like to do really exceptional printing for more and more people. So we've added the most modern of equipment, we've added more and more skilled personnel, we've reorganized and consolidated, just to prove that the people who have increased their faith in us deserve to have us prove that their faith should be increased.

Connecticut Printers, Incorporated

CASE, LOCKWOOD & BRAINARD, LETTERPRESS DIVISION

KELLOGG & BULKELEY, LITHOGRAPHIC DIVISION

85 TRUMBULL STREET, HARTFORD 1, CONNECTICUT



*for
Service
Comfort
Satisfaction*



CALL



● SERVICE

Ballard all-weather fleet of modern Bunker "C" delivery trucks are on call day or night—fair weather or foul.

● COMFORT

With Ballard Bunker "C" Fuel it's always "June in January" . . . Let BALCO accept the responsibility of keeping you comfortable—thousands of satisfied customers do!

● SATISFACTION

For an answer to school, office, industrial, institutional heating problems, call Ballard Oil—expert attention is available promptly.

Call JAckson 9-3341

The BALLARD OIL Co.
HARTFORD, CONNECTICUT



